



**VIA PROCUREMENT WEBSITE**

**PUBLISHED:** August 1, 2025

**SUBJECT:** Request for Proposals for Management, Operation, and Development of Fixed Based Operator (FBO): MAA Response No. 1 to RFP Comments

Dear Prospective Proposers:

Reference is made to the Request for Proposals for Management, Operation, and Development of Fixed Based Operator issued by the Montgomery Airport Authority (MAA) dated June 2, 2025 (as amended from time to time, the "RFP" or the "MGM FBO RFP"). Capitalized terms used in this communication have the meanings given to them in the RFP.

This communication provides MAA's responses to certain RFP Comments pursuant to Section 7.3 of the RFP, attached in Appendix 1. Prospective Proposers should note:

- RFP Comments may have been consolidated or otherwise edited for clarity or brevity and are not part of MAA's responses in Appendix 1.
- In accordance with Section 7.3.2 of the RFP, MAA's responses to RFP Comments in Appendix 1 do not themselves modify the provisions of the RFP. Any corresponding modifications to the RFP that are formally incorporated by Addendum will take precedence over the responses herein.
- Any provisions of the RFP not specifically modified by Addendum remain unchanged.

We thank you for your continued interest in the MGM FBO RFP and encourage you to reach out with any other questions as they arise.

Sincerely,

A handwritten signature in black ink, appearing to read 'Loyd L. Jenkins', is written over a horizontal line.

Loyd Jenkins  
Interim Executive Director, MAA  
Procurement Contact

**Enclosures:** MAA Response No. 1 to RFP Comments



**Montgomery Airport Authority  
MGM FBO RFP**

**Appendix 1: MAA Response No. 1 to RFP Comments**

| <b>No.</b> | <b>REFERENCE</b> | <b>RFP COMMENT</b>                                                                                                                                                                                            | <b>RESPONSE</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
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| <b>1.</b>  | General          | Commentors asked for clarification on the Authority's solicitation of a management contract versus alternative arrangement, and the requested financial structure for operating costs and capital investment. | <p>The Authority's preference and request, as outlined in Section 4.1.1 of the RFP, is for a 5-to-10 year management contract, where the fixed assets are owned by the Authority and the Operator provides services, and manages and physically maintains those assets on behalf of the Authority. The Authority would be financially responsible for operating expenses, inventory, and for maintenance of the facilities, and the Operator would be financially responsible for payment of its own administrative overhead. The Authority would receive all revenue from fuel sales and other rents and fees. The Authority would pay the Operator a Management Fee, which may include an Incentive Fee as described in Section 4.5.2.b of the RFP.</p> <p>The Authority would prefer that the Operator also invest in the Required Improvements, but the Authority will consider Proposals which contain plans for partial or total investment by the Authority in the Required Improvements.</p> <p>However, the Authority is willing to accept and consider proposals for alternative arrangements which deviate from the management structure described above, including proposals that may involve a longer period of performance or different financial structures (e.g., fixed assets owned by the Operator, capital investment by the Operator, revenue sharing, additional financial incentives, etc.).</p> |



**Montgomery Airport Authority  
MGM FBO RFP**

| No. | REFERENCE                | RFP COMMENT                                                                                                                                                                                                                                                                       | RESPONSE                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|-----|--------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2.  | Form CMT                 | Can MAA provide an editable version of the required form for RFP Comments?                                                                                                                                                                                                        | <p>Yes. As of the publication date of this MAA Response No. 1, an editable version of Form CMT, the required form for RFP Comments will be separately provided on the Procurement Website.</p> <p>Proposers are reminded that, in accordance with Section 7.3 of the RFP, all RFP Comments must be submitted to the Procurement Contact by e-mail (<a href="mailto:FBORFP@flymgm.com">FBORFP@flymgm.com</a>) and in the form of Form CMT.</p> |
| 3.  | Section 2.1 of the RFP   | Please provide additional detail on the types (e.g., turbine, piston, or jet) and status (e.g. tie-down, T-hangar, or corporate hangar) of the based aircraft at MGM.                                                                                                             | Please see additional information provided in Section 2.6 of the RFP in the forthcoming Addendum.                                                                                                                                                                                                                                                                                                                                             |
| 4.  | Section 2.4 of the RFP   | Please confirm if the incumbent FBO has expressed any interest in early termination of its West Ramp lease prior to the June 30, 2027 expiration, and whether the Authority is open to facilitating such an early transition to allow the awarded FBO to begin operations sooner. | The Operations Period may begin earlier if the Authority and the Incumbent FBO agree to transition of the West Ramp before the expiration of the Lease Agreement. The Authority has no information regarding the Incumbent FBO's plans at this time.                                                                                                                                                                                          |
| 5.  | Section 2.4.c of the RFP | Please confirm whether the Authority will provide historical lease data (rental rates, payment history) for hangar tenants post-transition.                                                                                                                                       | The Authority intends to provide any available historical lease data for hangar tenants post-transition. See also the information provided in Section 3.3 of the RFP.                                                                                                                                                                                                                                                                         |
| 6.  | Section 2.5.1 of the RFP | <p>A) Is Military fuel sold to DLA by FBO?</p> <p>B) What is considered Contract fuel?</p> <p>C) Will FBO Operator negotiate direct with commercial airlines for fuel contract?</p>                                                                                               | <p>A) The Incumbent FBO does not currently hold a fueling contract with DLA.</p> <p>B) Contract fuel reflects sales made to customers under bulk discounts. This is primarily the airlines.</p> <p>C) The Operator will be responsible for negotiating the fuel contracts with the airlines on behalf of the Authority, with the Authority having final approval.</p>                                                                         |



**Montgomery Airport Authority  
MGM FBO RFP**

| <b>No.</b> | <b>REFERENCE</b>                | <b>RFP COMMENT</b>                                                                                                                                                                                                                          | <b>RESPONSE</b>                                                                                                                                                                                                                                                                                                                                                          |
|------------|---------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>7.</b>  | Section 2.5.1 of the RFP        | Please confirm the accuracy of the fuel flowage totals provided for both Jet-A and AVGAS in the table, including whether all categories (retail, contract, military, airline) are fully represented and consistent with historical records. | The Authority received the fuel data from the Incumbent FBO and has no reason to question its accuracy.                                                                                                                                                                                                                                                                  |
| <b>8.</b>  | Section 2.5.3 of the RFP        | Would the Authority consider relocating the new fuel farm to an area behind a secured fence outside of the FBO ramp area for safety reasons and easier access?                                                                              | Since the issuance of the RFP, the Authority has determined that the originally proposed location of the new fuel farm will not be operationally feasible. The Authority is currently evaluating alternate locations for the new fuel farm and will formally advise potential Proposers when that location has been selected.                                            |
| <b>9.</b>  | Sections 2.5.2–2.5.3 of the RFP | Please confirm whether the new fuel farm will be managed exclusively by the awarded FBO, and whether the awarded FBO will own fuel inventory or operate under a cost-plus model with MAA retaining ownership and maintenance.               | The new fuel farm will be owned by the Authority and operated/managed by the Operator on the Authority's behalf. The Operator will be expected to perform or coordinate fuel deliveries, maintenance, licensing, inspections, etc., on the Authority's behalf, but these will be operating costs paid by the Authority. The Authority intends to own the fuel inventory. |



**Montgomery Airport Authority  
MGM FBO RFP**

| No.        | REFERENCE                                | RFP COMMENT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | RESPONSE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|------------|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>10.</b> | Sections 2.5.2–2.5.3 of the RFP          | <p>Please confirm the exact location and current condition of the existing underground fuel facility on the West Ramp. Additionally, clarify whether any environmental studies, contamination records, or site remediation plans exist related to the installation, use, or future removal of this fuel facility.</p> <p>Since the Airport Authority is not going to conduct a Phase 1 Environmental, will the FBO agreement indemnify the new FBO operator from any liability related to the old fuel farm site?</p> | <p>The Authority erroneously identified the West Ramp as the location of the existing fuel farm. The existing fuel farm is not located on the West Ramp. It is located on Ed Long Drive immediately west of the Airport main terminal parking lot. The site of the existing fuel farm will not be included in the FBO Site.</p> <p>Depending on the nature of the selected Proposal, the Authority will consider conducting a Phase 1 environmental review of the FBO Site as part of the Transition Consulting Services. The FBO Services Agreement will include customary provisions related to the allocation of risk for pre-existing environmental conditions. Additional details are provided in the FBO Services Agreement in the forthcoming Addendum.</p> |
| <b>11.</b> | Section 3.1 of the RFP                   | Are any Ground Support Equipment (GSE) assets currently owned by the Authority or the incumbent FBO expected to transfer to the awarded FBO?                                                                                                                                                                                                                                                                                                                                                                          | The Authority does not own any GSE, and the Authority does not expect that any GSE/other equipment owned by the Incumbent FBO will remain at the FBO Site.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>12.</b> | Sections 3.1.b.iv and 3.1.b.v of the RFP | May the Operator provide aircraft maintenance services through a subcontract?                                                                                                                                                                                                                                                                                                                                                                                                                                         | Yes. With the Authority’s approval, the Operator will be permitted to arrange for a third party to provide maintenance services.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>13.</b> | Sections 3.2.b and 5 of the RFP          | Due to the condition of the hangars and terminal and the arrangement where the FBO Operator is not scheduled to receive any rent from hangars under the proposed agreement and is expected to make the necessary facilities repairs, this undertaking is very expensive. Will the authority entertain alternative arrangements that will make the economics work with a five-year management agreement?                                                                                                               | See response to RFP Comment No. 1 herein.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |



**Montgomery Airport Authority  
MGM FBO RFP**

| <b>No.</b> | <b>REFERENCE</b>           | <b>RFP COMMENT</b>                                                                                                                                                                                                 | <b>RESPONSE</b>                                                                                                                                                                                                                                                                                                                                                                                                                           |
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| <b>14.</b> | Section 3.3 of the RFP     | In order to bring hangar leases up to market, facilities that command market rate rents need to be offered. The information provided in this RFP indicates that most of the hangar facilities need to be replaced. | Acknowledged. Please see Section 4.2 of the RFP. During the Pre-Operations Period, the Operator will provide Transition Consulting Services that include: evaluation of existing subleases on the West Ramp and any remaining leases on the East Ramp; coordination with existing tenants of the Incumbent FBO for potential transition of tenancy to the Authority; and preparation of a capital investment and fixed improvements plan. |
| <b>15.</b> | Section 3.3 of the RFP     | Please confirm if the awarded FBO will be responsible for negotiating and executing new lease agreements with all current hangar tenants or if MAA intends to retain this function.                                | The Authority expects that the Operator will conduct lease negotiations on behalf of the Authority with input from the Authority as needed. The Authority will have final approval and will execute leases.                                                                                                                                                                                                                               |
| <b>16.</b> | Section 4.1.1.b of the RFP | The facilities information provided in the RFP seems to indicate that they are not in compliance. So how can they be in compliance at all times until they get repaired?                                           | The Authority intends that the FBO will be operated in accordance with the Minimum Standards. The Authority expects to use the Transition Consulting Services and the Pre-Operations Period to assess what work, if any, is necessary to achieve full compliance. The Authority will provide a reasonable period of time to come into compliance if necessary.                                                                            |
| <b>17.</b> | Section 4.1.2 of the RFP   | The RFP specifies a 5-year minimum Operations Period. If the Authority exercises the P3 option, would it consider 20+ year terms to support capital investment and amortization?                                   | See response to RFP Comment No. 1 herein.                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>18.</b> | Section 4.1.2 of the RFP   | Is the length of the Operations Period negotiable? Would the Authority consider a proposal that included a longer Operations Period?                                                                               | See response to RFP Comment No. 1 herein.                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>19.</b> | Section 4.1.2.d of the RFP | Will there be correspondence prior to the Authority declining to renew?                                                                                                                                            | The Authority will provide written notice prior to any non-renewal. Additional details are provided in the FBO Services Agreement in the forthcoming Addendum.                                                                                                                                                                                                                                                                            |



**Montgomery Airport Authority  
MGM FBO RFP**

| <b>No.</b> | <b>REFERENCE</b>            | <b>RFP COMMENT</b>                                                                                                                                                                                                       | <b>RESPONSE</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
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| <b>20.</b> | Section 4.1.3 of the RFP    | Does the Authority want a five-year management agreement proposal or an Operator to pay for all of the capital improvements and propose a lease period that allows the Operator to get a return of capital?              | See response to RFP Comment No. 1 herein.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>21.</b> | Section 4.2.a.vi of the RFP | Does MAA have an allocated amount of capital for equipment and capital improvements?                                                                                                                                     | The Authority has not allocated a specific amount of capital for equipment and capital investments at this time. The Authority will evaluate the extent of its ability to provide capital funding based on the Proposals received.                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>22.</b> | Section 4.3 of the RFP      | Does MAA anticipate providing the operating capital for all of the management services listed or will the FBO operator front the capital for all of the expenses and seek reimbursement plus its fee on a monthly basis? | The Authority anticipates advancing a portion of Budgeted Operating Costs into an operating account for allowable expenses, while certain unanticipated operating expenses will be subject review, approval, and reimbursement. Additional details are provided in the FBO Services Agreement in the forthcoming Addendum.                                                                                                                                                                                                                                                                                                                                        |
| <b>23.</b> | Section 4.3.a of the RFP    | Will Authority pay lease payments on fuel trucks and purchase needed equipment to perform all tasks required?                                                                                                            | While the Authority anticipates that the purchase and/or lease of equipment necessary to perform the required Services and Work will be borne by the Authority as part of the Budgeted Operating Costs and expects that the Operator will prepare an inventory of Authority-owned equipment and necessary acquisitions prior to the Operations Period in accordance with Section 4.2.a.iii of the RFP, the Authority encourages Proposals whereby the Operator will furnish its own equipment in exchange for a more favorable financial arrangement (e.g. a higher Management Fee). See clarification in Section 4.5.2.d of the RFP in the forthcoming Addendum. |



**Montgomery Airport Authority**  
**MGM FBO RFP**

| No. | REFERENCE                           | RFP COMMENT                                                                                                                                                                                                                                                                                                                                                        | RESPONSE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
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| 24. | Section 4.3 of the RFP              | <p>A) Please clarify if the awarded FBO will be responsible for managing military (based, not transient).</p> <p>B) Is the FBO responsible for large-scale charter operations (sports, gambling, etc.), including fueling, towing, and handling. If not, who currently manages these services and what level of coordination is expected with the awarded FBO?</p> | <p>A) The FBO is not expected to be responsible for managing based military operations.</p> <p>B) The FBO will be responsible for servicing large-scale charter operations unless those operators self-service.</p>                                                                                                                                                                                                                                                                                                               |
| 25. | Sections 4.3.g and 4.3.h of the RFP | Will Authority pay expenses of upkeep of fuel farm and equipment from the operating budget?                                                                                                                                                                                                                                                                        | See response to RFP Comment No. 1 herein.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 26. | Section 4.3.p of the RFP            | Are FBO employees paid by Authority? Or is that included in management agreement?                                                                                                                                                                                                                                                                                  | See response to RFP Comment No. 1 herein.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 27. | Section 4.4 of the RFP              | Does MAA expect an FBO operator to pay all capital cost for Required Improvements under the contemplated five-year management agreement?                                                                                                                                                                                                                           | The Authority's preference is that the Required Improvements will be funded and financed entirely by the Operator. However, the Authority will consider Proposals which contain plans for partial or total investment by the Authority in the Required Improvements. See also response to RFP Comment No. 1 herein.                                                                                                                                                                                                               |
| 28. | Section 4.5.1 of the RFP            | Please confirm that the Pre-Operations Period will be April 1, 2026 to June 30, 2027.                                                                                                                                                                                                                                                                              | The Pre-Operations period will begin upon execution of the FBO Services Agreement, which the Authority anticipates will be <i>no later than</i> March 31, 2026. The Pre-Operations Period will end, and the Operations Period will begin, <i>no later than</i> July 1, 2027. The Operations Period may begin earlier if the Authority and the Incumbent FBO agree to transition of the West Ramp before the expiration of the Lease Agreement. The Authority has no information regarding the Incumbent FBO's plans at this time. |



**Montgomery Airport Authority  
MGM FBO RFP**

| <b>No.</b> | <b>REFERENCE</b>           | <b>RFP COMMENT</b>                                                                                                                                                                                            | <b>RESPONSE</b>                                                                                                                                                                                                                                                                                                                                                  |
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| <b>29.</b> | Section 4.5.2.b of the RFP | If the Authority prefers a fixed Management Fee plus incentive-based structure, please clarify whether incentive terms (e.g., fuel sales growth, customer service metrics) will be pre-defined or negotiable. | Proposers should propose their desired incentive structure and specify the corresponding financial metrics or performance objectives along with a rationale for the same in their Business Plan. Such financial metrics or performance objectives will be negotiable in accordance with the RFP. See clarifications in Section 14.4 of the forthcoming Addendum. |
| <b>30.</b> | Section 4.5.2 of the RFP   | Will the awarded FBO have flexibility to establish its own fuel and hangar pricing? Or are pricing levels governed by a pre-set policy?                                                                       | The Authority expects that the Operator will set fuel and hangar rates in coordination with the Authority and with the Authority's final approval. The Authority does not currently have an established policy for fuel or hangar rates.                                                                                                                         |
| <b>31.</b> | Section 4.5.2 of the RFP   | How does MAA expect operating cash flow/working capital model to work?                                                                                                                                        | The Authority anticipates advancing a portion of Budgeted Operating Costs into an operating account for allowable expenses, while certain unanticipated operating expenses will be subject review, approval, and reimbursement. Additional details are provided in the FBO Services Agreement in the forthcoming Addendum.                                       |
| <b>32.</b> | Section 4.5.2.a of the RFP | If operating costs exceed the approved budget for legitimate reasons due to no fault of the Operator, will the Authority cover any such overages?                                                             | The Authority will pay for legitimate operating costs of the FBO. The Authority expects the Operator to manage the budget and proactively request budget increases where necessary. Additional details are provided in the FBO Services Agreement in the forthcoming Addendum.                                                                                   |



**Montgomery Airport Authority**  
**MGM FBO RFP**

| No. | REFERENCE                | RFP COMMENT                                                                                                                                                                                                                                                                                      | RESPONSE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
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| 33. | Section 4.5.3 of the RFP | How does an alternative proposal work in conjunction with the management agreement? Or will the alternative proposal be the basis for the FBO agreement and not the suggested management agreement?                                                                                              | In accordance with Section 18.2 of the RFP, Options Terms must be submitted as an annotated mark-up of the form of FBO Services Agreement and included as Annex A to the Proposal Letter. Negotiations (if any) will be limited to those issues or provisions identified by the Proposer as Option Terms. As part of the their business plan submission in accordance with Section 14.4 of the RFP, Proposers will provide a summary and rationale for any proposed Option Terms. See also response to RFP Comment No. 1 herein. |
| 34. | Section 5.2 of the RFP   | <p>A) Is the Existing WWII hangar covered in lead paint which will need to be removed prior to demolition?</p> <p>B) If yes, who will be responsible for the anticipated cost of \$1M to \$1.5M for such paint removal is?</p>                                                                   | <p>A) The Authority has not conducted testing to determine whether the paint on the existing WWII hangar contains lead. The Authority does not currently have information on the presence of lead-based paint.</p> <p>B) The Authority has not researched or established the cost of any potential abatement. However, the Authority is open to bearing these costs if an Operator proposes significant capital investment that results in substantial improvements to the FBO facilities.</p>                                   |
| 35. | Section 5.2 of the RFP   | Will the Authority provide an opportunity to conduct due diligence of the FBO Site during the proposal phase in order to prepare an adequate cost estimate of Required Improvements?                                                                                                             | Yes. Information regarding due diligence requests will be provided to prospective Proposers. See updated Section 8.2 of the RFP in the forthcoming Addendum.                                                                                                                                                                                                                                                                                                                                                                     |
| 36. | Section 5.2 of the RFP   | Of the hangars described in Section 5.2, or other hangars within the airport premises, please confirm which currently have integrated fueling capabilities or their own fuel storage infrastructure, and does FBO provide any services to those tenants such as pull out/put up, lavatory, etc.? | There are five (5) hangars on the Airport premises that have integrated fueling capabilities; however, these hangars are <b>not</b> part of those described in Section 5.2 of the RFP and are not part of the FBO Site. The Incumbent FBO does provide lavatory service to all tenants for a fee.                                                                                                                                                                                                                                |



**Montgomery Airport Authority  
MGM FBO RFP**

| No. | REFERENCE                       | RFP COMMENT                                                                                                                                                                                                                                                                                                                                                                     | RESPONSE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
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| 37. | Sections 5.2 and 5.3 of the RFP | <p>A) Please confirm which, if any, structures on the East Ramp or elsewhere require demolition or relocation due to the proposed development plan.</p> <p>B) Additionally, is the awarded FBO expected to accommodate displaced tenants or aircraft?</p> <p>C) Please clarify the awarded FBO's responsibilities, if any, related to supporting the East Ramp development.</p> | <p>A) The Authority expects to eventually demolish all existing structures on the East Ramp. However, the East Ramp will not be part of the FBO Site and the Operator will not be responsible for any demolition on the East Ramp. The facilities on the West Ramp which do or may need to be demolished are noted in the chart at Section 5.2 of the RFP. The Authority expects that during the Pre-Operations Period, the Operator will assess and confirm whether these facilities can be rehabilitated or must be demolished.</p> <p>B) The Incumbent FBO's lease over the East Ramp has expired and the Authority has assumed the existing tenants on the East Ramp. After execution of the FBO Services Agreement, the Authority expects that the Operator will assist with the transition of any remaining East Ramp tenants to the West Ramp.</p> <p>C) The FBO Services Agreement will include customary provisions related the Operator's duty to coordinate with adjacent development projects at the Airport. Additional details will be provided in the Form of Agreement, to be released via forthcoming Addendum.</p> |
| 38. | Section 6.1.e of the RFP        | Will the Operator be given notice with adequate time to cure before a termination notice is issued under the FBO Services Agreement?                                                                                                                                                                                                                                            | Yes. The FBO Services Agreement will include customary events of default that are subject to applicable notice and cure periods.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 39. | Section 6.1.g of the RFP        | Does the Operator need the consent of the Authority to sublease space to any other type business (e.g. flight school, charter, maintenance, etc.)?                                                                                                                                                                                                                              | No. The Operator will be permitted and expected to manage subleases in the facilities. Section 6.1.g of the RFP is intended to limit assignment of the FBO Services Agreement itself (e.g., assignment of the Management Services or the Management Fee to a third party).                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |



**Montgomery Airport Authority  
MGM FBO RFP**

| <b>No.</b> | <b>REFERENCE</b>       | <b>RFP COMMENT</b>                                                                                                                                                                                                                                                                                                                                                                                                    | <b>RESPONSE</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
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| <b>40.</b> | Section 6.2 of the RFP | Will the Authority consider modifying the Insurance Requirements, so they are right-sized to the contemplated operation? The costs of carrying the required coverages should not be borne solely by the FBO Operator.                                                                                                                                                                                                 | Acknowledged. The Authority will consider modifying the insurance requirements such that the Operator carries certain specified insurance, with certain other coverages in the name of the Authority and thus part of the Budgeted Operating Costs. Any modified requirements will be made via Addendum. The Authority welcomes additional comments from prospective Proposers on this issue.                                                                                                                                                                         |
| <b>41.</b> | Section 6.3 of the RFP | Will the Authority considering adding additional conditions to its right to draw on a Proposer's Bid Guarantee?                                                                                                                                                                                                                                                                                                       | The Authority does not anticipate amending the conditions that entitle it to draw on a Proposer's Bid Guarantee. However, the Authority will reduce the bid guarantee to \$25,000 in the forthcoming Addendum.                                                                                                                                                                                                                                                                                                                                                        |
| <b>42.</b> | Airport Layout Plan    | Please clarify the Authority's plans or intentions regarding new hangar development indicated in the Airport Layout Plan. Specifically, does the Authority intend to pursue hangar development independently, or will those opportunities be reserved for the awarded FBO to develop and manage? Additionally, how will potential Authority-led development be coordinated with the FBO to avoid competing interests? | Proposers interested in undertaking development on the sites indicated on the Airport Layout Plan may include plans for those sites as part of their Proposals. To the extent that sites are not included as part of the eventual FBO Services Agreement, the Authority will continue to assess the viability of future hangar development on those sites. The Authority expects that it will coordinate any Authority-led development with the Operator and may engage the Operator to manage additional Authority-owned hangars as part of the Management Services. |