



# DeKalb County Government

Manuel J. Maloof Center  
1300 Commerce Drive  
Decatur, Georgia 30030

## Agenda Item

File ID: 2025-1777

Substitute

1/27/2026

**Purchasing Type:** Request for Proposals (RFP)

**Public Hearing:** YES  NO

**Department:** Purchasing & Contracting

### AGENDA ITEM:

**Commission District(s):** 1 & 6

RFP - Request for Proposal No. 2025-125-RFP Administration and Management of Landing Fees at DeKalb Peachtree Airport (Multiyear Contract) [Revenue Generating]: for use by the DeKalb Peachtree (PDK) Airport. Consists of the management and administration of services that will provide all software, major components and equipment necessary to manage and administer landing fees paid to PDK Airport at no cost to the County. This request also seeks consideration and establishment of landing fees by action of the Board of Commissioners for transient aircraft landing at PDK. Recommend award to the highest scoring proposer: Vector Airport Systems, LLC. Total Estimated Revenue Amount: \$13,500,000.00.

**Information Contact:** Michelle Butler, Chief Procurement Officer

**Phone Number:** (404) 687-3581

### PURPOSE:

Consists of the management and administration of services that will provide all software, major components, equipment, and services necessary to manage and administer landing fees paid to PDK Airport, in accordance with general aviation industry standards, and all federal, state, local, legal and regulatory requirements. This is a revenue generating multiyear contract at no costs to the County. The County is anticipated to receive 88% of the revenue generated monthly. Two (2) proposals were received.

This substitute is submitted to revise the anticipated monthly revenue generating percentage and to seek consideration and establishment of the recommended proposer's estimated schedule of landing fees.

### RECOMMENDATION:

Recommend award and establishment of landing fees to the highest scoring proposer:

Vector Airport Systems, LLC, 280 Sunset Park Dr., Herndon, VA 20170

Total Estimated Revenue Amount: \$13,500,000.00

and authorize the Chief Executive Officer to execute the contract and all associated documents.

### ADDITIONAL INFORMATION:

1. Contract Effective Date: Contract Execution Date
2. Contract Expiration Date: December 31, 2031



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3. Funding: Revenue Generating – Operating (Airport)

4. Additional Proposers:

Skylixor, LLC, dba UnDelay

2221 Peachtree RD NE STE-D 494

Atlanta, GA 30309

## REFERENCES

Provided in Online Vendor Questionnaire

## SAMPLE LANDING FEE ESTIMATE

Vector has several revenue projection scenarios based on historical PDK data and using prevailing rates estimates that the airport could net \$2.5M to \$3.5M+ based on the fee structure selected. Below is a sample based on Vector recommended fee structure. Based aircraft are exempt.

From	To	Fee Rule	Fee	Minimum Fee (Optional)
0	9,000	Flat Fee	\$0.00	
9,001	20,000	Variable Fee	\$4.00	
20,001	999,999,999	Variable Fee	\$6.00	

Values			
Row Labels	Landing Fees	Billable Arrivals	Average Fee
2,000 or less		\$ 473	\$
2,000-3,000		\$ 11,332	\$
3,000-4,000		\$ 3,208	\$
4,000-5,000		\$ 322	\$
5,000-6,000		\$ 1,811	\$
6,000-7,000		\$ 411	\$
7,000-8,000		\$ 419	\$
8,000-9,000		\$ 701	\$
9,000-10,000	\$162,944	4,392	\$37
10,000-11,000	\$1,968	46	\$43
11,000-12,500	\$19,868	417	\$48
12,500-15,000	\$159,708	2,970	\$54
15,000-20,000	\$431,196	6,180	\$70
20,000-30,000	\$517,028	3,390	\$153
30,000-40,000	\$1,040,052	5,019	\$207
40,000-60,000	\$104,880	406	\$258
60,000-90,000	\$806,160	1,855	\$435
90,000+	\$1,350	2	\$675
<b>Grand Total</b>	<b>\$3,245,154</b>	<b>43,354</b>	

<b>12 Month Total</b>	\$3,245,154.00
<b>PLANEPASS %</b>	12%
<b>PLANEPASS FEE</b>	\$389,418.48
<b>NET to Airport</b>	\$2,855,735.52