

**RFP 22-500625 Eastside Aviation Development on DeKalb  
Peachtree Airport - Evaluation Summary**

**Criteria**

	<b>Sky Harbour LLC</b>
<p><b>Technical Approach to the Project</b></p> <p>a. Describe the procedures and methods that will achieve the required outcome of the project as specified herein; i.e., lease of property for direct aeronautical use, such as an aircraft hangar/hangar complex that supports direct aeronautical activity.</p> <p>b. Describe and include details regarding the proposed type of hangar structure. Description shall include, but not be limited to current hangar technology structure regarding:</p> <ul style="list-style-type: none"> <li>• Terminal/Office bay</li> <li>• Hangar aircraft support systems</li> <li>• Ramps/aprons</li> <li>• Taxiway connection with controlled access gate</li> </ul> <p>c. Describe in detail your intentions for the use of an aircraft hangar/hangar complex. Is general storage for aircraft planned?</p> <p>d. Describe how you plan to maximize space and resources.</p> <p>e. Describe in detail how the proposed Lease will impact DeKalb County.</p> <p>f. Discuss “Curb Appeal.” Define how the proposed improvement will look and how appealing the appearance will be to the neighborhood and on the airport.</p> <p>g. Describe in detail all improvements to any and all parts of the existing leasehold area.</p> <p>h. Describe facility development and management of operations.</p> <p>i. Include a listing of the County’s responsibilities and the Responder’s responsibilities required to complete the project.</p> <p>j. Provide a project schedule at the task level starting with the receipt of the Notice to Proceed and ending with project completion.</p> <p>k. Explain what you would do to development the Eastside Aviation development area.</p> <p>l. Explain and describe how you will address the development of the Eastside Aviation development area.</p> <p>m. Describe and explain how you will develop and install infrastructure to the development area for permanent use. This includes tapping into the existing service that includes water, sanitation, power, and gas.</p> <p>n. Describe proposed fuel delivery routes to /from proposed fuel facility(ies). Provide Preliminary layout of proposed routes.</p> <p>o. Describe how many corporate hangars can be included in the development area. Include sketch or diagram.</p> <p>p. Explain your environmental/sustainability focus. Provide reason(s).</p> <p>b)q. Describe and explain your proposed development considering the status and location of the VOR (Very High Frequency Omni-directional Range). The VOR is on the FAA decommission list but is not currently decommissioned. In light of your proposed development, how will the VOR be handled? Refer to Attachment J, Proposed Layout Plan for Eastside Aviation Development.</p>	<p>Response was very well written and detailed on technical approach to the project</p> <p>Detailed hanger specifications provided</p> <p>Responder addressed how the lease will impact DeKalb County and infrastructure that will be provided, but not limited to the following</p> <ul style="list-style-type: none"> <li>- Maximum direct revenue, economic development (DeKalb Convention Center, aviation museum, cultural center, hotel)</li> <li>- long-term job creation</li> <li>- enhance appeal of the PDK airport to current and future aviation users</li> </ul> <p>Responder stated the sustainability design will minimize maintenance and increase operational efficiency</p> <p>Responder also stated that it’s civil engineering firm is already working with the FAA’s project manager to accelerate the decommissioning and removal of the VOR.</p>

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<p><b>Organizational Qualifications:</b></p> <p>a. Describe Responder’s experience, capabilities and other qualifications for this project. Include the development of similar projects of same size or scope.</p> <p>b. Provide your history of tenant/landlord working relationships at other locations.</p> <p>c. Provide your conflict resolution process with landlords and customers.</p> <p>d. How many years has Responder operated under current company name?</p> <p>e. Has Responder ever been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government?</p> <p>f. Include an audited financial statement for the last three (3) years.</p> <p>g. Responders shall provide three (3) references for projects similar in size or scope to the project specified herein using the Contractor Reference and Release Form attached hereto as Attachment C.</p>	<p>The responder has operated five (5) years under the current company name. Listed previous and current projects with diverse tenants base.</p> <p>The responder ensures positive working and exceptional relationships with the tenants. Keeps open lines of communication with tenants and engage good-faith effort to amicably resolve disagreement</p>
<p><b>Project Management:</b></p> <p>a. Describe how the project will be organized and managed;</p> <p>b. Describe progress reporting procedures for the project;</p> <p>c. Include the anticipated use of subcontractors or vendors; and</p> <p>d. Describe the resources necessary to accomplish the purpose of the project.</p> <p>e. Explain in detail how risks associated with the project will be mitigated.</p>	<p>Responder provided development timeline</p> <p>Responder developed an App that provides individual tenants access to and control of their hangar and office units</p> <p>Provided description of the business operations team was provided and list of subcontractors and the specialties of each included in the proposal.</p>
<p><b>Personnel</b></p> <p>a. Identify the individuals who will be part of the project team;</p> <p>b. Include any outside personnel, such as subcontractors who will be performing services under the proposed Lease using the Subcontractor Reference and Release Form attached hereto as Attachment D.</p> <p>c. Provide detailed resumes of project managers, team members and subcontractors who will be directly working on the project.</p>	<p>Responder identified team members and subcontractors within the organization,</p> <p>Well qualified staff - Responder provided detailed information on the years of experience of the staff; resume information not detailed.</p>
<p><b>Interview</b></p>	<p>The responder answered all questions and provided a very good presentation in support of the answers.</p>
<p><b>References</b></p>	<p>Excellent References</p>