



# **Request for Proposals RFP PB 17-5**

## **Lease & Development of Vacant Land Palm Beach International Airport**

# **Palm Beach International Airport (PBI)**

## **Overview**

- Owned by Palm Beach County, operated and managed by its Department of Airports.
- Medium hub airport serving more than 6 million total passengers annually.
- Commercial air carriers include: Air Canada, American, BahamasAir, Delta, Frontier, JetBlue, Silver Airways, Spirit, Southwest, Sun Country, United and WestJet.
- Consistently one of the top five busiest airports servicing private/general aviation aircraft.

# Purpose of the Project

- Provide for the development and operation of compatible commercial or industrial uses on the Property.
- To maximize the use of the Property; and
- To generate revenues to the County commensurate with the opportunity offered for the operation and maintenance of the County's Airport System.

# Location of Property Offered





# Lease Opportunity

- **Property Offered** - Up to 19± acres of unimproved land located west of Post Road, east of Haverhill Road, on the south side of Wallis Road.
- **Zoning & Land Use Designation** – Public Ownership (PO) Zoning designation with a Utilities and Transportation (U/T) Future Land Use designation. Development of the Property is governed by the Airport Zoning Overlay (AZO) as provided in the Palm Beach County Unified Land Development Code (ULDC). Additional information regarding the entitlement process for the Property can be found in Attachment “3” to the RFP.
- **Off-Site Stormwater Drainage** - The property identified as “Parcel RFS-3” on Attachment “2”, consisting of 13+ acres east of Post Road, is available to satisfy stormwater drainage requirements (dry detention only) associated with the development Property subject to agreement with the County.

# Lease Opportunity (cont'd)

- **Proposed Uses** - Compatible commercial or industrial uses, including warehouse or office.
- **Incompatible Uses** - The Property shall not be used for any use determined incompatible with the Airport, including, but not limited to, residential uses, schools, churches, adult entertainment, and parking facilities that would compete with the Airport's paid public parking facilities. Incompatible land uses also include wildlife-attracting land uses such as landfills, antennae transmitting signals that interfere with radio transmissions and/or navigational aids, and structures that may impact the Airport's airspace.

# Site Information

- Location Map
- Title Commitment
- Survey
- Environmental Assessment
- Entitlement Information
- Utility Maps

# Proposal Requirements

- **Lease Term** – maximum term of 50 years from the date of beneficial occupancy. Proposers may propose one or more renewal terms provided that the total maximum term shall be not more than 50 years.
- **Uses** – compatible commercial or industrial uses, such as warehouse or office uses.
- **Leasehold Area** – must propose to lease no less than 5 acres (217,800 sq. ft.) of unimproved ground.
- **Rental** – not less than \$0.55 per square foot.



# Proposal Requirements

- **Minimum Capital Investment** – the minimum capital investment for the design and construction of tenant improvements on the Property. No minimum dollar amount specified as a part of the RFP.
- **Experience** – proposers are required to include a detailed history of their pertinent experience in the lease and development of similar projects within the preceding 10 years.
- **Project Approach** - proposers are required to provide detailed information regarding their proposed project.
- **Anticipated Stormwater Retention** – Proposer should indicate if the additional property identified as “Parcel RFS-3”, consisting of 13+ acres east of Post Road, is desired to satisfy stormwater drainage requirements (dry detention only).
- **Lease Option** – if the minimum proposal requirements are met, a proposer may propose an option to lease all or a portion of the remaining property not to exceed 12 months for an option fee of not less than \$0.14 per square foot.

# Required Documents

## Section 3 of RFP

- Identifies the information required to be submitted as a part of your proposal. A checklist can also be found in Appendix C.

## Required Appendices

- Proposal Response Form (Appendix A)
  - Signature page must be signed and sealed or notarized.
- Drug-Free Workplace Certification (Appendix B)

**\$5,000 Proposal Guarantee** (Section 3.5 of RFP) – the proposal guarantee must be included with your proposal. Failure to do so will result in the disqualification of your proposal.

# Exceptions

- Proposers should generally identify all proposed changes, alternatives and exceptions (“Exceptions”) to the Example Development Site Lease Agreement (Attachment “9”) in their Proposals.
- Proposers may **NOT** propose changes to the Minimum Proposal Requirements set forth in Section 3 of the RFP (i.e., Maximum Term, Minimum Ground Rental, etc...).
- Proposers may only request the Department consider changes to the Minimum Proposal Requirements prior to the Deadline for Submission of Written Comments/Questions.

# Timetable

- **Deadline for Submission of Written Comments/Questions:**  
3:00 p.m., Wednesday, May 10, 2017
- **Proposal Deadline:** 3:30 p.m., Wednesday, May 31, 2017  
*(Cone of Silence goes into effect)*
- **Selection Committee Meeting Date:** TBD
- **Lease Award Date:** TBD

# Amendments

- All amendments to the RFP will be posted on the Department's website [www.pbia.org](http://www.pbia.org) under "Airport Business", "Airport Bids & RFPs".
- It is the sole responsibility of proposers to routinely check this website for amendments that may be issued prior to the deadline for submission of proposals.
- Proposers should not rely on any representations or statements that are not contained in the RFP or a formal written amendment to this RFP.



***QUESTIONS?***