

City of Manassas

REQUEST FOR FRANCHISE PROPOSALS (RFFP)

AT THE MANASSAS REGIONAL AIRPORT

The City of Manassas is seeking proposals from all interested and qualified parties for the purpose of leasing up to ten (10) acres of land at the Manassas Regional Airport to build aircraft storage hangars, ramps, automobile parking spaces and all necessary utility infrastructure on two lots located on the south east side of the Airport. The intent of this RFFP is to solicit proposals and subsequently establish a Franchise Agreement for lots A & B for a company or individual to construct and operate corporate style aircraft hangars at their sole expense. All hangars will be utilized for the storage of aircraft. The successful Offeror will be required to maximize the total amount of hangar space on either one or both of the available lots. The term of the Franchise can be for up to forty (40) years by law. The City will determine the term based on the amount of investment proposed. Consideration can be given to proposals that have a phased approach, but the timeliness of a total build-out of the lot(s) will be considered in the evaluation process. No individual aircraft hangar shall be smaller than 6,400 square feet (sf) in size.

The minimum acceptable bid for Lot A is \$86,423.00 (\$0.62/sf) annually.

The minimum acceptable bid for Lot B is \$186,080.00 (\$0.62/sf) annually.

All interested parties are invited to submit a proposal pursuant to the Request for Franchise Proposal (RFFP). Upon approval of the successful proposal by the City Council, a Franchise will be granted to the successful proposer.

A copy of the full text of the draft franchise ordinance and RFFP is on file in the City Clerk's office, located at 9027 Center Street, Manassas, Virginia. An electronic copy of the RFFP can be found at Flyhef.com. Proposals shall be in writing and delivered no later than 5:00 p.m. on July 13, 2020 to the Clerk's Office*.

*Due to the COVID-19 Pandemic, City Hall may be closed to the public. If you are hand delivering a Franchise Proposal and the building is locked, during regular working hours (8:30 a.m. to 5:00 p.m.), please call (703) 257-8200 and someone will come to the door to receive the proposal.

The person or corporation shall submit one (1) original and four (4) copies of their Franchise Proposal along with one (1) electronic copy in the form of a thumb drive or CD to the City Clerk's Office. Offerors shall submit with their Proposal all pages of the completed Proposal Submission Form. The Offeror shall make no other distribution of the Proposal. The City of Manassas shall have the right to reject any and all bids for any reason, and to accept the bid that is in the best interest of the Airport.