

Loring Development Authority of Maine

Request for Proposals

***Loring Commerce Centre
Development of Airport Master Plan***

Proposal Due Date: May 15, 2023

Introduction

The Loring Development Authority of Maine (LDA) is seeking proposals from qualified firms or individual(s) to provide consulting services to support LDA's effort to develop an airport master plan for its aviation complex.

Summary of Required Qualifications

The selected Consultant shall possess demonstrated experience and expertise in preparing comprehensive Airport Master Plans which have been approved by the Federal Aviation Administration (FAA), with the ultimate goal of the facility being accepted into the National Plan of Integrated Airport Systems (NPIAS). The approved Master Plan shall have been prepared in accordance with federal and state laws, policies, and regulations.

Background

The LDA is a municipal corporation and a public instrumentality of the State created by statute 5 MRSA §13080. The purpose of the LDA is to accomplish the reuse of Loring's considerable real estate assets to create jobs and economic activity in order to assist the region affected by closure of Loring Air Force Base in 1994 to adjust to a new economic landscape. The authority is governed by a thirteen-member board of trustees, some of whom are proposed by local communities and others who must come from outside of Aroostook County. All members must be nominated by the Governor and confirmed by the Senate.

Loring Air Force Base (LAFB) was designated for closure in September 1994 under the 1991 Federal Base Realignment and Closure (BRAC) action. The former LAFB, now known as Loring Commerce Centre, is an 8,700-acre property located in Limestone, Caswell and Caribou, Maine. The developed properties, consisting of approximately 3,700 acres, were transferred to LDA. Within LDA's properties are an array of unique facilities, including over 1 million square feet of commercial and industrial space, residential and recreational areas, and a 1,600-acre aviation complex.

The original Reuse Plan from 1995 evaluated Loring's aviation assets and subsequent Strategic Planning efforts in 2019 and 2021 identified aviation as a promising long-term development opportunity. In particular, Maintenance, Repair and Overhaul of large aircraft, air cargo, testing and development of new aircraft and aircraft systems including unmanned aircraft systems (UAS) Urban Air Mobility and other autonomous aerial vehicles, various roles in the emerging

space industry including a Spaceport with potential to conduct horizontal launches of rockets to place satellites into orbit, were all thought to be promising areas for development.

Loring's major aviation assets include:

1. a 12,100 x 300-foot main runway with additional 1,000-foot overruns on each end;
2. a 12,100 x 200-foot parallel secondary runway/taxiway;
3. a 126,000 (approx.) SF Arch Hangar capable of accommodating B747s and other wide body aircraft;
4. a 194,000 (approx.) SF DC Hangar;
5. a 41,000 (approx.) SF hangar sometimes called as the Snow Barn or Hangar 3;
6. a 22,000 (approx.) SF Alert Hangar consisting of 2 hangar bays to house fighter aircraft;
7. a 38,000 (approx.) SF jet engine repair facility;
8. a jet engine test cell and sound suppressor;
9. Control tower and lighting vault; and
10. hundreds of acres of ramp space and a parallel taxiway

The Loring airfield (ME16) has operated since 1997 as a private airport with landings by prior permission. The airport has not received much capital investment since Loring's closure in 1994. Minimal maintenance efforts have included grass cutting adjacent to and between the runways, weed control on the main runways, and periodic sweeping. The broader region is served by Presque Isle International Airport (KPQI) and Caribou Municipal Airport (KCAR). Presque Isle is served by scheduled airlines with multiple flights daily, and some small private aircraft and business jets are based there. Small privately-owned aircraft are based at Caribou as well. At one time, Caribou also housed a fixed wing air ambulance service. Local officials we've recently met with from the cities of Presque Isle and Caribou are supportive of Loring revitalizing its aviation facilities because of the broader economic impact that would accompany significant of the aviation and aerospace industries in the area.

Loring has been used by several aviation companies including one developing and testing an unmanned airship for persistent surveillance, and an aircraft MRO, storage, tear-down and parting-out operation. Based upon its assets and strategic location, Loring has significant opportunities in large aircraft maintenance repair and overhaul, aerospace research and development (including UAS operations), and as a strategic element for Maine's spaceport initiative to support horizontal launch and recovery operations.

At the time of Loring's closure, a designation of Loring's airport under the National Plan of Integrated Airport Systems (NPIAS) did not occur. Therefore, the airport portion of Loring was transferred to LDA in fee title. Consideration is now being given to seeking NPIAS status and operating the airport as a public airport.

Scope of Work

The Airport Master Plan is a critical element to the successful reuse of the underutilized aviation facility at the Loring Commerce Centre.

The reutilization of this significant asset is a critical key to helping to diversify the regional economy and positioning to be part of the growing national and Maine aerospace and new space sectors. Thus, having the Loring airport integrated into the NPIAS system, will allow the facility to attract federal and state funding needed for critical improvements to better support the forecasted growth of the regional and State economy.

Development of the Airport Master Plan will build a business case for the civilian reuse of the former aviation complex and needed improvements for acceptance of the facility into the FAA National Airspace System. It will also develop the business case of the facility as an FAA certified Unmanned Aerial Systems (UAS) test facility, as well as support spaceport horizontal launch and recovery operations. The plan will also develop a framework for regional aviation asset cooperation.

Airport Master Plans must be completed in accordance with FAA Advisory Circular 150/5070-6B, Airport Master Plans and Advisory Circular 150/5300-13, Airport Design.

The proposed scope of work for the Loring Airport Master Plan will include, but not be limited to the following efforts:

1. An inventory of existing airport facilities and operating conditions;
2. Forecasts of potential aviation activity at the airport, including MRO, UAS and spaceport operations;
3. An analysis of forecast demand for services compared to capacity of existing facilities in the region;
4. An assessment of the regional aviation system and identification of key cooperative market niches;
5. Requirements for facilities by evaluating the existing facilities and the needs of forecasted activity through the short, medium and long-term future, including those requirements needed for the operation of unmanned aerial systems and horizontal launch and recovery of low orbit space systems;
6. An airport layout plan that consists of computer assisted drawings (CAD) of existing and proposed airport property and facilities including input into FAA's graphic information system (GIS) database;
7. Identification of environmental issues that may be raised by any proposed new construction including needs for permits or further study;

8. A capital improvement program (CIP) (need based) that itemizes, evaluates costs, and schedules of needed airport improvements over the planning period; and,
9. Development of a revenue-based financial plan to accomplish the projects described in the Airport Master Plan or depicted in the airport layout plan. The revenue-based financial plan shall realistically assess project phasing, in consideration of limitations of local, state and federal funding resources. It shall also project pro forma operating costs and revenues to evaluate the need for offsetting revenues to operate and maintain the airport under various forecast scenarios;
10. Work with the LDA, Maine DOT and FAA to receive NPIAS designation; and
11. Work with the LDA, Maine DOT, FAA and regional communities to develop framework for regional coordination of aviation assets.

Proposal Requirements

Your response should include the following:

1. Provide complete company or individual information, including location, history and a brief profile of your experience. You should also describe the type of company structure (corporation, partnership, joint venture, etc.);
2. Provide the name, address and contact information of the company's owners, partners, officers, etc.;
3. Identify key management and consulting personnel that are anticipated to be assigned to the contract with LDA;
4. Provide a statement of qualifications of all key personnel who will have responsibility for the contract with LDA;
5. Provide geographic/office location where employees who will provide the services described herein will be located;
6. Provide a complete scope, itemized list and narrative of services that could be provided;
7. Provide information on insurance coverages and limits;
9. Provide a statement of all claims or litigation in which the company has been involved relating to the provision of similar services within the past ten years if applicable; and
11. Fee Statement. Provide the proposed cost of services related to the scope of work above, including contingencies. Provide a statement on the hourly rates for each individual within the firm that may be asked to provide for consulting services described above.
12. A proposed contract may be included as part of the RFP submission, but is not required.

13. Special Considerations. Any concerns, exceptions or special considerations, if any, should be included in the RFP response.

Evaluation Criteria and Selection Process

A. Evaluation Criteria:

The following criteria shall be used to evaluate bid submissions:

1. Responsiveness (15 points)
 - a. Requested information is included and thoroughness of response.
 - b. Clarity and brevity of response.
2. Qualifications/Staffing (30 points)
 - a. Credentials, Licenses, affiliations in organizations, etc.
 - b. Qualifications of respondent adequate for assignment.
 - c. Experience of key personnel to be assigned to the project.
3. Respondents' capability to provide the services (15 points)
 - a. Background of respondent.
 - b. References.
 - c. Current work load.
4. Price (40 points). *Please note that a budget of up to \$450,000.00 has been established for this project.*

LDA shall rank those respondents qualified in order as outlined above. LDA will hold interviews with the top tier respondents and initiate negotiations with the top ranked respondent. Should negotiations fail with the first choice, LDA will initiate negotiations with the next top ranked respondent and so forth.

B. Selection procedure:

1. LDA staff will review all submissions in accordance with evaluation criteria. LDA staff may decide to select the best and most qualified respondent and submit a recommendation to the LDA Board of Trustees for an award of bid or may decide to short-list selected firms.
2. If LDA staff decides to short-list respondents, the short-listed respondents will be notified in writing to participate in an interview (date, time, and location of the interviews).
3. LDA staff will provide a recommendation to the Board's LDA Board of Trustees for an award of bid to a preferred respondent.
4. LDA staff will then negotiate the final contract with the preferred respondent. In the event that LDA is unable to negotiate a mutually acceptable contract with the best and most qualified respondent, it reserves the right to terminate negotiations with the first choice and enter into negotiations with the second best and most qualified respondent, after consulting with the LDA Board of Trustees.

5. LDA reserves the right to extend the due date for the RFP, to accept or reject any or all proposals received as a result of this request, to negotiate with any respondent, or to cancel this RFP in part or in its entirety.
6. The LDA has applied for and expects to receive federal funding to help support this effort. Please note that final award of this contract is based on successful award of funding.

The firm selected under this RFP will be working as an independent contractor and will be required to take out and keep in force all permits, licenses, certifications, other approvals, and or insurance that may be required by LDA, any local or regional governmental agency, the State of Maine, or the federal government. Failure to comply with any of these items would be grounds for immediate cancellation of the contract.

Costs incurred in the preparation of responses to this RFP are the sole responsibility of the firm. LDA reserves the right to accept or reject any or all proposals, parts thereof, and to further make modifications as it deems in the best interest of LDA. It also reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the firm of the conditions contained within this request for proposals.

LDA also reserves the right to waive or disregard any informality, irregularity, or deficiency in any proposal received and to reject any or all proposals received for whatever reason it deems appropriate.

Contract Term

The proposed contract term will be from July 1, 2023 to June 30, 2024.

Communications in Reference to this RFP

Any communication in reference to this RFP should be made in writing or e-mail and directed to: Donna Sturzl at DSturzl@loring.org.

All questions or requests for clarification regarding this RFP must be submitted in writing or by e-mail no later than noon, May 1, 2023. Written questions and responses to the written questions will be posted at www.Loringcommercecentre.com on the date provided in the procurement calendar. Verbal questions will not be accepted.

All notifications, releases, amendments to this RFP will be posted at the above website.

Prohibited Contact

Representatives from candidate firms are prohibited from making any contact with members of the LDA Board and LDA staff with regard to this RFP, except to seek clarification of the

requirements from Steven Levesque, The LDA's Business Development Advisor you can be emailed at Stevel@loringcommercecentre.com. LDA reserves the right to disqualify any candidate firm found to have improperly contacted members of the LDA Board or LDA staff with regard to this RFP.

Procurement Calendar

Issuance of RFP: April 10, 2023

Posting of RFP: April 10, 2023

Deadline for Written Questions: May 1, 2023

Posting of Responses to Written Questions (estimated): May 5, 2023

Proposals Due: May 15, 2023

Completion of Proposal Evaluations (estimated): June 16, 2023

LDA Board of Trustees Action on Award of Bid: June 21, 20223

Notification of Award (estimated): June 21, 2023

Contract Start Date (estimated): July 1, 2023

Submission Deadline

To be considered, five (5) copies of the proposal must be received by the Loring Development Authority, 154 Development Drive, Suite F, Limestone, Maine 04750 by 5:00 pm on May 15, 2023. Envelopes shall be clearly marked "Loring Airport Master Plan". Proposals received after that time and date shall not be accepted. No e-mail or facsimile proposals shall be accepted.

Firms submitting qualifications must respond in writing to all requirements of this RFP. Responses should reflect detailed considerations of the issues and opportunities presented by this specific project. Any additional, relevant information may be included with the submittal requirements. Failure to provide the requested information may be cause for the bid to be deemed non-responsive and may result in disqualification.