

Memorandum



CITY OF DALLAS

DATE May 17, 2019

TO Honorable Members of the Economic Development and Housing Committee
Tennell Atkins, (Chair), Rickey D. Callahan, (Vice-Chair), Casey Thomas, II,
Scott Griggs, Mark Clayton, Lee M. Kleinman, B. Adam McGough, Kevin Felder,
Omar Narvaez

SUBJECT **Dallas Love Field General Aviation Development & Dallas Executive Airport
General Aviation and Commercial Development**

On Monday, May 20, 2019, the Committee will be briefed on the Dallas Love Field General Aviation Development & Dallas Executive Airport General Aviation and Commercial Development. The briefing material is attached for your review.

Please feel free to contact Mark Duebner, Director of the Department of Aviation at 214-671-1481, if you have any questions or need additional information.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Kimberly Bizer Tolbert', written over a large, stylized blue scribble.

Kimberly Bizer Tolbert
Chief of Staff to the City Manager

c: Honorable Mayor and Members of the City Council
T.C. Broadnax, City Manager
Chris Caso, City Attorney (Interim)
Mark Swan, City Auditor
Billerae Johnson, City Secretary
Preston Robinson, Administrative Judge
Michael Mendoza, Chief of Economic Development &
Neighborhood Services

Majed A. Al-Ghafry, Assistant City Manager
Jon Fortune, Assistant City Manager
Joey Zapata, Assistant City Manager
Nadia Chandler Hardy, Assistant City Manager and Chief Resilience Officer
M. Elizabeth Reich, Chief Financial Officer
Laila Aleqresh, Chief Innovation Officer
Directors and Assistant Directors

Dallas Love Field General Aviation Development & Dallas Executive Airport General Aviation And Commercial Development

**Economic Development &
Housing**

May 20, 2019

Mark Duebner

Director

Department of Aviation



City of Dallas

Background

- Council requested future aviation development opportunities be evaluated through an open Request for Proposal(RFP) process
- The Aviation Department (AVI) had received unsolicited proposals for land development at both Dallas Love Field (DAL) and Dallas Executive Airport (RBD)
- In order to maintain transparency and open competition, a Request for Competitive Sealed Proposals (RFCSP) was developed

RFCSP Development

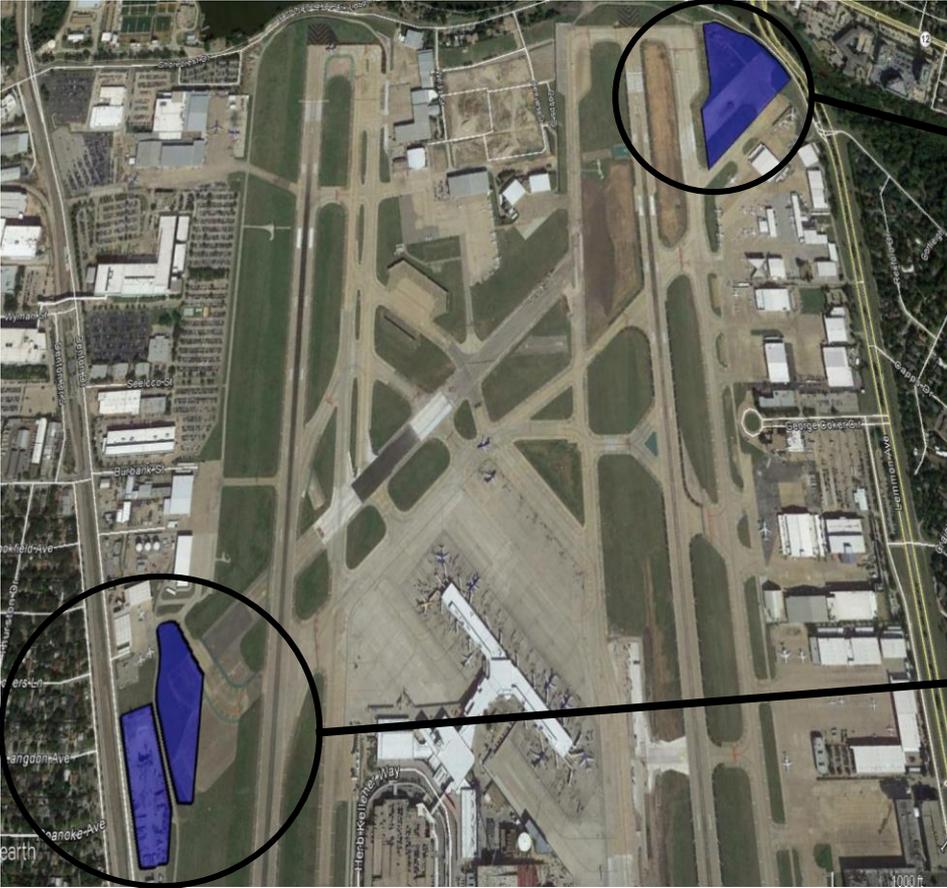
- AVI surveyed more than a dozen comparable regional airports about their land development processes and reviewed sample land development RFPs from other airports
- May 2018 – AVI began working with the City’s Office of Procurement Services (OPS) in formulating a draft RFP to address the specific needs of both DAL & RBD:
 - General Aviation development of two sites at DAL consisting of approx. 14 acres at the north end of decommissioned runway 18/36, and approx. 10 acres at the south end of decommissioned runway 18/36
 - General Aviation and Commercial development of 480+/- acres of land at RBD

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RFCSP Scope - DAL

- Two parcels at Dallas Love Field for General Aviation development
- North and south end of decommissioned Runway 18/36
- Respondents were allowed to propose a development plan for either one or both parcels

RFCSP Scope - DAL



RFCSP Scope - RBD

- Various parcels at Dallas Executive for General Aviation & Commercial development
- Due to the amount of available land (480+/- acres), respondents were allowed to propose on any available parcels as they desired

RFCSP Scope - RBD



Timeline

- September 2018 – A Request For Competitive Sealed Proposals (RFCSP) was advertised by OPS in the Dallas Morning News, to City vendors through AMS Advantage, and to a list of vendors with whom AVI had previously been in discussions about land development at both airports
- November 2018 – The RFCSP response period closed
 - Received seven total responses from six different respondents
- December 2018 – Five of the six respondents presented their proposals to the evaluation committee consisting of City staff from various departments
- December 2018 – OPS sent follow-up questions to the respondents seeking additional information to help with evaluating the proposals

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Timeline Cont'd

- January 2019 – OPS received the responses to the follow up questions and shared the information with the Evaluation Committee
- February 2019 – The Evaluation Committee submitted its final evaluation scores to OPS
- April 2019 – OPS sent its recommendations of the successful proposers to AVI
- April 2019 – AVI contacted the successful proposers at DAL; AVI is awaiting further financial information from the RBD respondents and the analysis from an outside third party contractor regarding the financials for the RBD proposals

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RFCSP Responses

DAL

- Three respondents with a total of four proposals
- Two proposals for the north parcel and two proposals for the south parcel
- One respondent proposed on both parcels

RBD

- Three respondents with a total of three proposals for different parcels
- One of the RBD respondents did not respond to the OPS request for additional information, deeming them non-responsive
- Both RBD respondents have requested financial assistance from the City for their development projects

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RFCSP Responses

Respondent	DAL North Parcel	DAL South Parcel	RBD General Aviation	RBD Commercial	City Funds Requested
1	x				N
2		x			N
3	x	x			N
4				x	Y
5				x	Y
6*			x		N

* Respondent deemed non-responsive

Next Steps - DAL

- Since the proposals for DAL do not seek any City subsidy and will pay prevailing rates set by City Council, no additional underwriting analysis is necessary
- City staff is currently negotiating the terms of the leases with the two successful respondents at DAL
- Will seek City Council authorization for the proposed DAL leases in August 2019

Next Steps - RBD

- Since the respondents at Dallas Executive are seeking City subsidy, both proposals will need to have financial information further evaluated
- City contracted an outside third party entity to review and provide a financial underwriting of the two RBD proposals seeking City funding
- AVI plans to seek City Council authorization for the RBD leases upon receipt of the financial conclusions, final evaluation, and negotiation of lease terms - 3Q 2019(est)

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