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Airports
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County of Sacramento

REQUEST FOR STATEMENTS OF INTEREST (RSI)
FOR LEASE OF SUITE D IN BUILDING 4580, LOCATED AT 10510
SUPERFORTRESS AVE, MATHER, CA AT MATHER AIRPORT

To Potential Proposers,

The Sacramento County Department of Airports (Department) is soliciting Statements of Interest from companies (Proposers) interested in leasing Suite D in Building 4580, also known as 10510 Superfortress Avenue, Mather, CA 95655, for use in support of commercial aeronautical or non-aeronautical activities at Mather Airport.

Sacramento County (County) accepts no liability for any costs incurred by proposers to prepare and submit responses to this request. County staff and/or advisors will evaluate the submitted Statements of Interest and may select one company for recommendation to the Director of Airports (Director), and negotiate an Agreement for Lease of Property (Agreement), effective upon execution by the Director.

Depending on the number and quality of Statements of Interest received, the County, at its sole discretion, reserves the right to issue a Request for Proposals. The County does not guarantee award of an Agreement as result of this RSI process.

Mather Airport Overview:

A. General Information

The County owns and operates Mather Airport (Mather) which is located about 10 miles east of Downtown Sacramento – 15 freeway minutes east on U.S. Route 50. Mather is a general aviation airport that converted from a U.S. Air Force training base in 1995 and currently encompasses around 2,700 acres.

Mather hosts several businesses including a Fixed Base Operator, air cargo operators and general aviation services including aircraft support and flight training. Mather also hosts the annual California Capital Airshow, which attracts tens of thousands of attendees each year.

Mather is self-supporting, and does not receive tax money from the city, County, or State. The Department's tenant and user rents, fees, and charges support the operating and capital budgets for Mather.

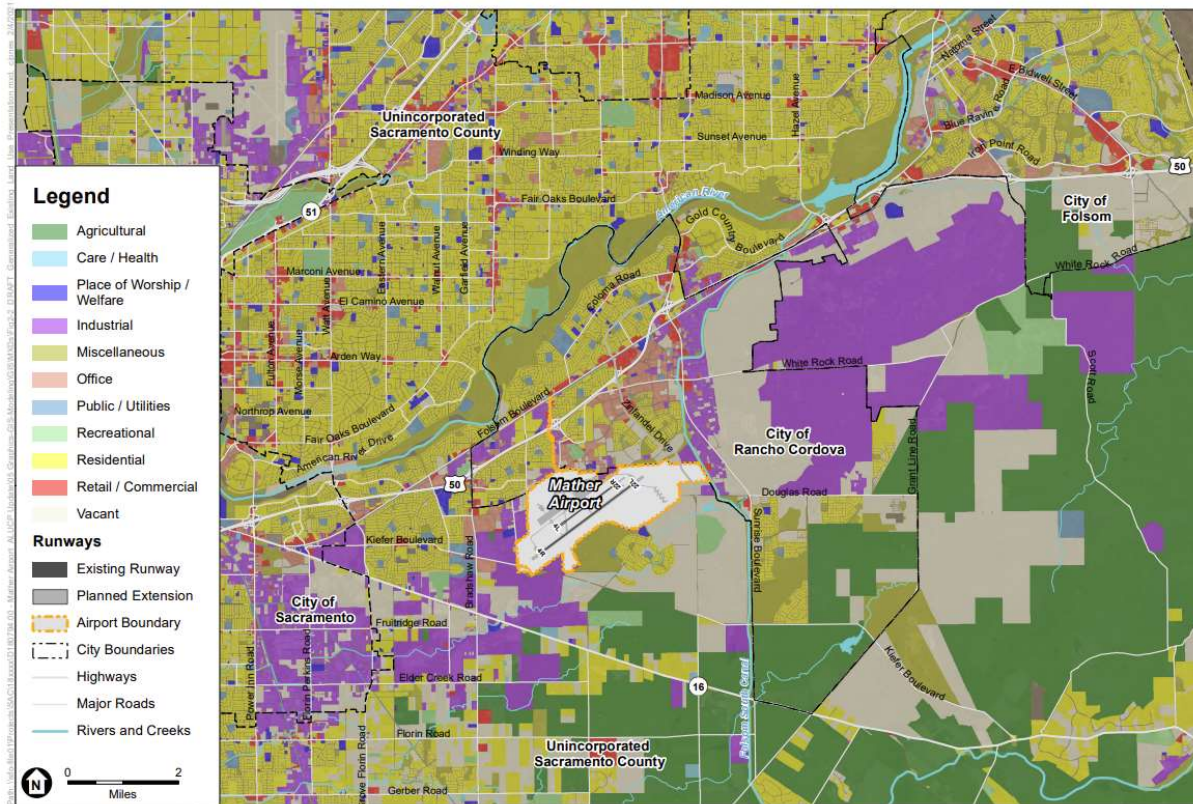
Mather has approximately 52 based aircraft and recorded approximately 62,567 operations in calendar year 2022. The air traffic consists of a mix of military flights, air cargo, and general aviation aircraft operations.

B. Demographic Data

Mather is surrounded by lands currently designated for residential use, light to heavy industrial use, and a small amount of commercial use. Mather is situated within 5 miles of River Bend Park, Effie Yeaw Nature Center, and the Sacramento Children's Museum.

In 2021, the adjacent city of Rancho Cordova was home to about 80,000 residents with an average household income of \$96,382. Around 67.5% of household units were living in family arrangements.

2022 Sacramento Area Council of Governments Airport Land Use Compatibility Plan for Mather Airport



SOURCE: County of Sacramento, 2019; Sacramento Area Council of Governments, 2019; U.S. Geological Survey, 2019; DigitalGlobe, 2017.

Mather Airport Land Use Compatibility Plan Update

C. Historical Mather Operations

Operations at Mather Airport							
Operation Type	FY 2022	% Change	FY 2021	% Change	FY 2020	% Change	FY 2019
General Aviation (Itinerant/Overflight)	27,590	-27.13%	37,860	9.46%	34,587	-13.73%	40,092
Civil (Local)	21,794	-21.18%	27,652	19.27%	23,185	-0.43%	23,286
Military (Itinerant/Overflight)	5,496	-26.53%	7,481	13.95%	6,565	-22.71%	8,494
Military (Local)	5,892	-5.44%	6,231	-12.69%	7,137	-23.56%	9,337
Air Taxi (Itinerant/Overflight)	9,929	-5.62%	10,520	-20.80%	13,282	-21.29%	16,875
Air Carrier (Itinerant/Overflight)	4,805	-34.12%	7,294	5.65%	6,904	-10.41%	7,706
Total	75,506	-22.19%	97,038	5.87%	91,660	-13.36%	105,790
The Fiscal Year Operates July 1 - June 30							

The information above is based upon the FAA Operations Network Reporting Tool. A list of existing tenants can be provided upon request.

D. Surrounding Airports

The following public airports are within 20 miles of Mather:

Sacramento International Airport (SMF)	McClellan Airfield (MCC)
Sacramento Executive Airport (SAC)	Rio Linda Airport (L36)
Franklin Field (F72)	Cameron Airpark (O61)
Rancho Murieta Airport (RIU)	

E. Facility Information

Attachment I indicates the location of Building 4580 as 10510 Superfortress Avenue at Mather. This building provides access to airport users and the general public. Attachment II provides a descriptive layout of the office floor plan as follows:

Gross Area – 2035 sq. ft.

Room D01 – 218.33 sq. ft.
Room D02 – 1305.88 sq. ft.
Room D03 – 112.03 sq. ft.
Room D04 – 104.85 sq. ft.
Room D05 – 126.62 sq. ft.
Room D06 – 166.95 sq. ft.

F. Tenant Improvements and Maintenance of Facility

The Department will require the tenant be responsible for any tenant improvements that are necessary for occupancy and for tenant's approved on-airport operations. Such improvements are subject to the Director's approval and completed installations shall comply with all Federal, State, and local regulations and codes.

G. Prohibited Use

The proposed leased premises are prohibited from being used, in whole or in part, as a dormitory or temporary living quarters for any person, including employees, agents, students, guests, invitees, volunteers, and contractors.

Minimum Qualifications:

Proposers must present evidence that they are fully competent to perform all aspects of the Agreement and have the necessary experience, resources, organization, and financial abilities to fulfill the requirements of the Agreement. To enter into an Agreement with the County, the respondent must demonstrate the following minimum qualifications:

- Registered as a business entity authorized to do business within the State of California.
- Compliance with all requirements stipulated by the local, State, and Federal entities.
- Competency regarding the security and operational standards of a general aviation airport.
- Must not have defaulted on any previous contractual agreements within the past seven years.

Agreement Requirements:

A successful Proposer will have 15 business days following official notice of award in which to fully execute the Agreement. If, after this time, the successful Proposer has not returned all required signed documents, the County reserves the right to void the award and negotiate directly with other selected Proposers.

Term: The Term of this Agreement may be proposed, but shall not exceed five years.

Base Rent: Base Rent is \$1.92 per square foot per month:

Monthly Rent:
2,035 square feet @ \$1.92 per sq. ft. =
\$3,907.20

Total Annual Rent: \$46,886.40

Parking Stall Rent: Parking stalls are available for a rate of \$.021 per square foot per month (approximately \$3.62 per parking space).

Rental Adjustments: Consumer Price Index adjustments annually, every July 1st.

Security Deposit: A security deposit in an amount equal to three month's rent is required throughout the term of the lease.

Commercial Operating Fees: Commercial operating fees in the amount of \$35 per year will be assessed if aircraft are operated in conjunction with the tenant's approved commercial operations, if applicable.

Utilities: The tenant shall pay for all telephone and communication services provided to the leased premises, any and all connection fees, and other charges associated therewith, as billed by either County or such other entity as may provide such service to the leased premises, shall be at the sole cost and expense of the tenant. Charges for Lessee's reasonable use of electrical power, water, sewer, trash/garbage, and janitorial are included in the Lessee's rental rate, subject to reimbursement to the County in cases of excessive use.

Insurance Requirements: Although the actual minimum insurance requirements will be contingent on the precise approved on-airport operations at Mather, the anticipated minimum insurance requirements include the levels specified below.

General Liability Coverage -	\$1,000,000 per occurrence \$2,000,000 aggregate, with additional insured status for County
Fire Damage -	\$50,000 (or value of leased premises)
Automobile Liability Coverage -	\$1,000,000
Aircraft Liability Coverage -	\$1,000,000 (if applicable)
Worker's Compensation -	In accordance with the laws of the State of California. Requires Waiver of Subrogation endorsement in favor of the County.
Employer's Liability Coverage -	\$1,000,000

Sign Standard: The Department governs all signage at Mather and the County Sign Ordinance does not apply.

Statements of Interest:

Statements of Interest must not exceed 25 pages in length, excluding a one or two page cover letter. Late submittals will be automatically rejected and sent back to Proposer. *Please refrain from submitting general marketing materials that do not explicitly respond to the questions below.*

The cover letter must be submitted on business letterhead and contain the following information:

1. Name and address of Proposer;
2. Name, telephone number, and e-mail address of a designated contact person;
3. Name, title, address, telephone number, and e-mail address of the individual(s) with authority to execute a binding contract on behalf of the Proposer; and
4. Acknowledgement of any Addenda that may be issued.

The Statement of Interest should contain responses to the following prompts:

1. A description of Proposer's company qualifications and experience, including how it meets the minimum qualifications described above.
2. A description of the organization's business structure (e.g., individual, corporation, partnership, joint venture).
3. A description of any tenant improvements/alterations proposer's company would make to the facility and the projected cost.
4. The proposed lease term and rent for the facility at or above Base Rent during the term.
5. A description of any proposed marketing and advertising activities.
6. Three letters of reference for business contacts (include at least one bank reference) and financial statements for the last complete fiscal year.

7. The operating hours of proposed commercial aeronautical and/or non-aeronautical activities.
8. A description of the commercial aeronautical and/or non-aeronautical activities you intend to provide at Mather. Include the inventory of equipment, fixtures, etc. needed for the operations.
9. A description of the anticipated time required from approval of a lease to commencement of operations at Mather. Please anticipate, and describe if applicable, regulatory requirements for your industry.
10. A description of hangar, ramp, and/or storage space needed in addition to the office space, if applicable.
11. Any additional information regarding proposed operations or activities not specifically requested by this RSI that the proposer believes is beneficial for the County to consider.

Optional Information

The Proposer may provide additional information in the Statements of Interest if applicable.

Concessions

If a concession service is proposed, provide the following information:

1. The revenue proposed to the Department. The concession fees shall be paid as required by any ordinance, resolution, or regulation of the Department or the County (such as Rental Car Fees). This shall be paid in addition to any Rent proposed.
2. A description of how the pricing will be competitive for the proposed activities.

Certification and Personnel Information

If the proposal involves services or operations that involve certificated training or requires the use of hazardous materials, provide the following information:

1. A copy of any employee manuals, training documents, etc.
2. A copy of the proof of any specific training, certificates, etc. by employees, operators, etc.
3. A description of proposer's quality assurance procedures, if applicable.

Note: Additional information may be requested prior to approval of an agreement.

Proprietary Information:

In the event that the Proposer believes that specific items in the Statement of Interest submitted to the Department in response to this RSI are proprietary, the Proposer must specifically identify in writing those items of the Statements of Interest that it deems proprietary. The Proposer acknowledges and agrees the County has made no representation or claim as to whether any such information may be exempt from disclosure under the California Public Records Act (Government Code section 7920.000 et seq. (formerly section 6250 et seq.)).

Disadvantaged Business Enterprise (DBE) Information:

The County encourages all business, including those owned and controlled by one or more socially and economically disadvantaged individuals that can provide the desired services, to submit their Statement of Interest. If you are currently certified as a DBE, please include a copy of your DBE certification letter along with your Statement of Interest. This information will be used for DBE utilization tracking purposes only. If you are a business owned and controlled by one or more socially and economically disadvantaged individuals and you are not currently certified as a DBE firm, but wish to receive information on how to become certified, please contact the State of California, Department of Transportation, Civil Rights Program at (916) 324-0449. You may also visit the following website: <https://dot.ca.gov/programs/civil-rights>.

Evaluation Criteria:

The Department plans to evaluate Statements of Interest based on the following criteria, in no particular order of preference:

1. Proposed use and services offered. Preference will be given to commercial aviation related services/operations;
2. Evidence of Minimum Qualifications, Company Information, and Scope of Services for proposed commercial aeronautical and/or aeronautical activity;
3. Financial stability and viability of proposal;
4. Proposed term and rent; and
5. Level of any capital investments, improvements/alterations, and future commercial potential.

Submission Requirements:

Submit one (1) original copy of your Statement of Interest no later than 2:00 P.M. Pacific Time on May 25, 2023, to:

Sacramento County Department of Airports
Attention: Michael Winans
6741 Lindbergh Drive
Sacramento, CA 95837-1109

Please also submit one electronic copy of your Statement of Interest in PDF format via e-mail to WinansM@saccounty.gov.

Warning: *The County, its officers, agents, and employees will not be responsible for any oral instruction, modification, or clarification and the Proposer shall not be entitled to rely upon such oral communications.*

For additional information, please contact Michael Winans at (916) 874-0747 or via e-mail at WinansM@saccounty.gov.

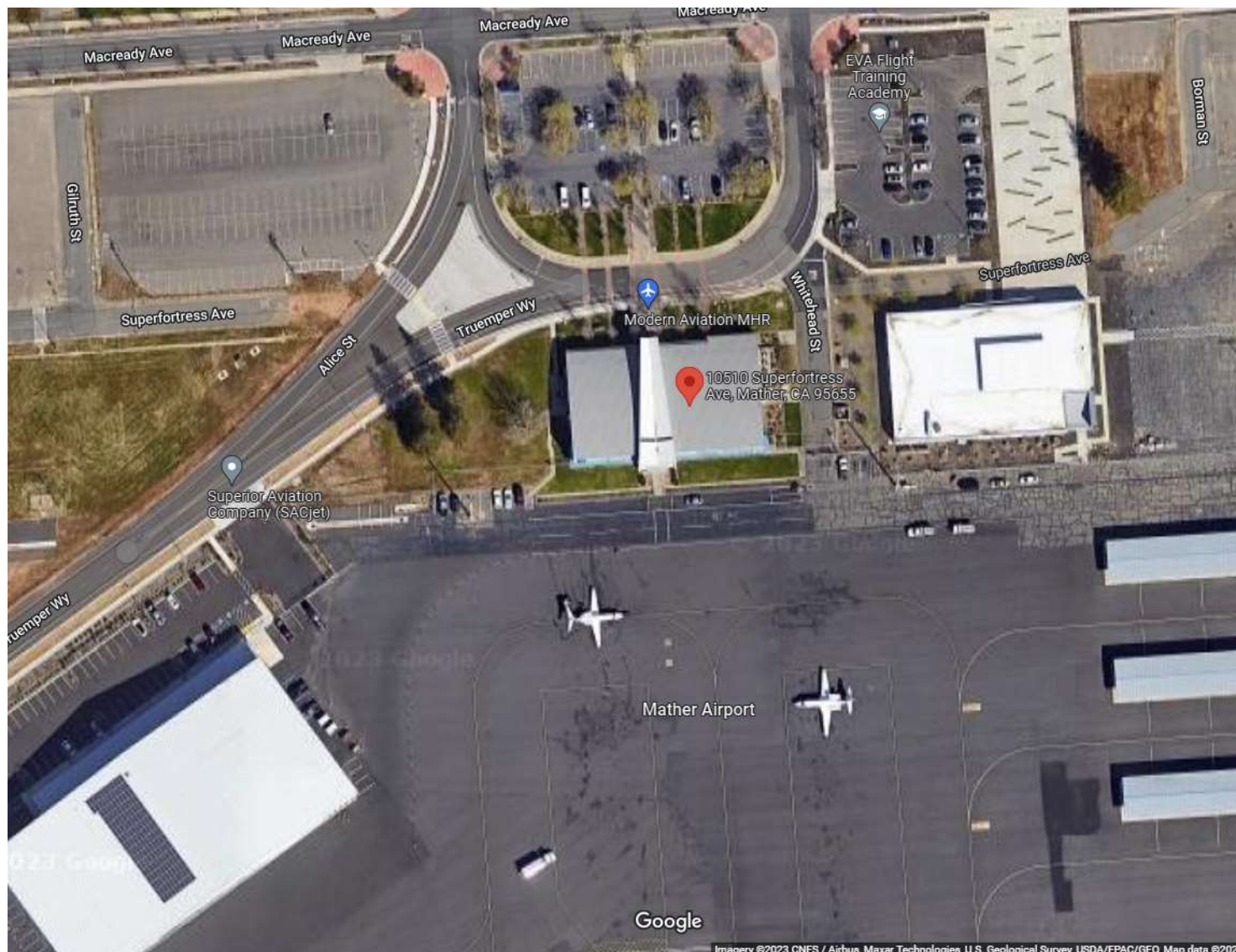
Regards,



Michael Winans
Airport Economic Development Specialist

Attachment I – Map of Location
Attachment II – Lease Space Layout

Attachment I Map of Location



Attachment II Lease Space Layout

