



## **EXPRESSION OF INTEREST (EOI) TO DEVELOP LOTS AT MIAMI EXECUTIVE AIRPORT**

### **EOI No. MDAD-19-TMB01**

Miami-Dade County (County), through the Miami-Dade Aviation Department (MDAD), is requesting submittals of an Expression of Interest (EOI) for the development/redevelopment, operation and maintenance of aviation businesses on 12 parcels at Miami Executive Airport (TMB). MDAD is seeking qualified operators of exciting local, regional, and/or national branded concepts for the referenced parcels.

The lots are presently vacant or contain poorly situated and outdated facilities not viable for remodeling. Those lots that are not vacant currently house a flight school, offices and general aviation aircraft maintenance facilities. MDAD's goal for all the parcels is to generate additional aviation business, provide additional local jobs, increase the revenue at TMB, and introduce new modern sustainable facilities that maximize the land use at the airport.

After receipt of the EOIs, MDAD will determine whether to engage in negotiations with any respondent(s) pursuant to the authority granted via Chapter 125.35 of the Florida Statutes, or whether to utilize additional processes including without limitation competitive procurement processes to further narrow potential lessees, or whether to cease efforts to lease the parcels. This determination will be at the Aviation Department's sole discretion, in the best interests of the growth of the aviation business in the County, and in keeping with FAA guidelines. Considerations may include but will not be limited to the addition and maximization of aviation infrastructure, the use of technology and innovation to maximize aviation use, green initiatives and environmental sustainability, safety and security of the airport, the qualifications and financial viability of the respondents, potential return to the airport, impacts to the airport, consistency with MDAD's goals, and any other pertinent factors. Interested parties are advised that this process is for informational purposes only. This EOI is not intended to be, and shall not be construed as, a competitive procurement process, and submittal of an EOI does not create any rights or obligations on behalf of the County to the respondent.

Attachments to this EOI are:

- Exhibit(s) A1 and A2 showing the location of the available parcels
- A sample draft development lease
- Operational Directive (OD) No. 09-01 Minimum Standards for Conducting Commercial Activities at MDAD General Aviation Airports

Please note that the County will not participate in funding the financing, development, design or construction for any aspect of a respondent's development.

The goals of the County are to promote and provide the following:

- The continued economic development of TMB
- New revenue opportunities for MDAD through the leasing of available properties
- New and sustainable business development at TMB
- An increase in the number of new jobs and additional aviation related employment opportunities



for the South Dade area

- An increase in the number of annual aircraft movements
- Expansion of the airport infrastructure, i.e. ramp, taxiways, runways etc.
- Innovative and green initiatives for all development

#### **Development Areas (Proposed lots)**

1. Ten of the lots are located north of Southwest 127<sup>th</sup> Street and are numbered from 1-10 as shown in Exhibit A1 attached to this document. Each is approximately 2.5 acres
2. One lot is located to the west of the end of Southwest 128 Street as shown in Exhibit A1 attached to this document and is approximately 2.5 acres.
3. One lot is located to the east of lot 20A noted as parcel 101 as shown on exhibit A2 attached to this document and is approximately 3.5 acres

#### **Expression of Interest Submission Instructions**

Interested parties should submit one (1) electronic copy on USB flash drive and one (1) unbound, on 8 1/2" x 11" paper, packaged, and labeled "**Miami Executive Airport Development – Expression of Interest - Attn: Jon E. Seaman**" to the address listed below no later than **11:00 am on July 3, 2019**.

Jon E. Seaman  
Miami Executive Airport  
12800 SW 145<sup>th</sup> Avenue  
Miami, FL 33186  
Office Phone: (305) 876-7743  
E-mail: [JSeaman@miami-airport.com](mailto:JSeaman@miami-airport.com)

The EOI should include the following:

1. The name, title, phone number and e-mail address of the respondent's single point of contact on company letterhead;
2. A brief narrative highlighting the respondent's qualifications and/or capabilities including relevant experience;
3. A narrative describing how the respondent would approach developing the site, inclusive of the following:
  - Primary functions of your business (i.e. Sales, Maintenance, etc.).
  - New business(s) i.e. sub-tenants that you intend to bring to TMB.
  - Projected new revenue for TMB.
  - Projected number of new employees you expect to bring to TMB.
  - Financing plan for the development of new structures on the available lot(s) at TMB along with explanation of financing to be utilized.
  - Type of structure planned for development on the lot(s).
  - Brief description (pamphlets/flyers are acceptable) of your business or operation.
  - Your company's capability to meet the requirements of the County as stated above.
  - Your experience in the provision of the proposed services
  - Comments on any provision of the draft development lease you believe need to be changed or altered to accommodate your proposed development.



- Provision of any other documentation information you deem relevant to your development.

Please read the attached current OD 09-01 “Minimum Standards for Conducting Commercial Activities at MDAD General Aviation Airports”, and advise if you have any concerns or questions pertaining to your proposed development and adhering to these standards. Please note that although this is the most current version, OD 09-01 is subject to modifications or revisions and may be updated at any time.

The County is not requesting an extensive response; however, any and all expenses involved with the preparation and submission of responses to the County, or any work performed in connection therewith shall be borne by the respondent.

Respondents are hereby notified that all information submitted as part of, or in support of their EOI will be available for public inspection, in compliance with Chapter 119 of the Florida Statutes. The respondent shall not submit any information in response to this EOI, which the respondent considers to be a trade secret, proprietary or confidential. The submission of any information to the County in connection with this EOI shall be deemed a waiver of any trade secret or other protection, which would otherwise be available to the respondent.

### **Background Information**

TMB is one of the busiest general aviation airports in Florida, serving corporate, recreational, flight training, and governmental agency activities. TMB is just 15 minutes from the major business centers of the South Dade area. It is easily reachable by the Florida Turnpike Palmetto Expressway/874 extension. As a reliever to Miami International Airport for general aviation, its location also provides fast and easy access to the Bahamas, Ocean Reef Resort, the Florida Keys as well as the recreational and business activities in Miami and Miami Beach.

The airport provides modern, efficient and professionally staffed FBO facilities serving the expanding corporate and business interests of South Florida. The airport is home to a number of full-service fixed based operators (FBO's), the Federal Aviation Administration (FAA), Part 141 flight schools, Part 145 Maintenance Repair Stations, law enforcement and medical aviation units, an award-winning FAA-staffed control tower, U.S. Customs and Immigration private aircraft clearance facility, and National Instrument Landing System Test Facility. Since 1995, approximately \$16 million has been spent on airport improvements including high-mast safety-and-security lighting, repaving and grooving of all runways and taxiways, new airfield signage, widened run-up areas, and a new Customs Private Aircraft clearance facility. The Airport is one of five that are owned by the County and managed by MDAD.

#### **Airport Layout**

- Land 1,380 Acres
- Elevation +10'

#### **Runways**

- 9L/27R - 5,003' x 150' Asphalt Medium Intensity Runway Lights
- 13/31 - 4,001' x 150' Asphalt Medium Intensity Runway Lights
- 9R/27L - 6000' x 150' Asphalt High Intensity Runway Lights
- 9R - Instrument Approach MALSR/ILS/GPS, 27L GPS, PAPI (P4R)



#### Traffic Pattern Altitude

- Heavy and Jet aircraft traffic pattern 1,500 msl
- Fixed wing aircraft 1,000 msl
- Helicopter traffic corridor between parallel runways at 500 msl

#### Services

- U.S. Customs (Landing Rights Airport): 10-6 local winter, 11-7 local summer, times subject to change.
- One-hour advance notification required, through ATC available ADCUS

#### Major roadways

- State Road 825 (Southwest 137<sup>th</sup> Avenue) to the east, Southwest 136<sup>th</sup> Street to the south, SW 157<sup>th</sup> Avenue to the west and SW 120<sup>th</sup> Street on the north
- Turnpike/SR 874 – new turnpike/SR 874 exit in construction one mile east onto SW 128<sup>th</sup> Street (which is the main entrance into the airport)