

**CHARLOTTE COUNTY AIRPORT AUTHORITY  
PUNTA GORDA AIRPORT**

**RFP-**

**LEASE FOR DEVELOPMENT OF  
NON-AERONAUTICAL LAND**



**OCTOBER 2022**

**CHARLOTTE COUNTY AIRPORT AUTHORITY  
PUNTA GORDA AIRPORT**

**NOTICE TO PROPOSERS**

**Charlotte County Airport Authority (CCAA)** requests sealed proposals from qualified bidders for Lease for Development of Non-Aeronautical Land until **2:00 p.m. local time on October 27, 2022.**

Sealed proposals are to be mailed to the address of **28000 Airport Road, Suite A-1, Punta Gorda, FL 33982** prior to the bid opening date and time. Sealed proposals can be hand delivered to the address of **8079 Golf Course Blvd., Punta Gorda, FL 33982**, the day of the opening, November 1, 2022 prior to **2:00 p.m. local time.**

**BID TITLE: LEASE FOR DEVELOPMENT OF NON-AERONAUTICAL LAND**

The proposal documents are available for examination and/or download online at Demand Star's website (demandstar.com) beginning **Monday, October 3, 2022.** Demand Star's support contact e-mail is [demandstar@onvia.com](mailto:demandstar@onvia.com). Although this service is not a mandatory requirement in bidding with CCAA, it is the only way to be notified automatically of solicitations and all addenda or other revisions issued during the bidding process.

Bidding Documents are also available for examination in the CCAA Administration Office at the Punta Gorda Airport, beginning Monday, October 3, 2022. Please contact Lisa Pedigo, Properties Manager, at (941) 639-1101 ext. 132 to coordinate.

The Charlotte County Airport Authority reserves the right to waive any informalities or irregularities in or reject any or all bids and to award or refrain from awarding the contract for the work.

Robert Hancik, Chair  
Publish: October 3, 2022

**END OF NOTICE TO PROPOSERS**

## **BACKGROUND**

Punta Gorda Airport (PGD) serves a diverse group of users, including airlines, commuter and charter services, corporate aviation, flight schools, and a wide variety of other business-oriented and private general aviation activities.

The Charlotte County Airport Authority (CCAA) owns 2,000 acres that is also home to approximately 400 general aviation aircraft and helicopters, 217 T-Hangars, charter services, dozens of aviation and non-aviation business tenants, and flight schools. The airport operates as an Enterprise Fund within the CCAA's budget, is self-supporting and uses no local property taxes. All funding to meet the CCAA's annual operating budget is generated by parking revenue, fuel fees, concession revenues, rental charges for buildings, land, and other user fees. In FY 2020 the CCAA leased 22 buildings/sites to non-aviation tenants, 23 buildings/sites to aviation-related tenants, and 217 T-Hangars to individuals.

PGD serves as a low-cost gateway to southwest Florida's scenic gulf coast, averaging 20 to 30 commercial flights each day. PGD's commercial passenger count for 2021 neared 1.6 million with Allegiant and Sun Country service to 50+ destinations.

PGD is a critical economic engine for the region. In 2018 the Florida Department of Transportation (FDOT) determined that the airport provides \$1.275 billion in total economic impact. Additionally, PGD is actively involved in economic development opportunities to attract new businesses and workforce training to enhance the amount of high paying jobs on site. In 2022, on-airport employment totaled 1,525 full-time and 236 part time workers.

In August 2022, the CCAA opened a new 13,000 square-foot facility located on the north end of airport property off Challenger Boulevard. The PGD Air Center (FBO) is the focal point of the surrounding aviation expansion area which is being marketed as the PGD AviEx – a new hub of aviation businesses, activities, and hangars. The PGD AviEx and the encompassing 4,300-acre Interstate Airport Park are poised for dozens of new companies to relocate to the area.

Just outside PGD's boundaries, FedEx is building a 250,000 sq. ft. facility off Piper Road, Equus Capital Partners, Ltd just broke ground on a 378,000 sq. ft. speculative warehouse logistics facility and ABC Supply Co is nearing the completion of a 60,000 square foot facility off Challenger Blvd. All of these businesses adjacent to PGD adds hundreds of additional workers to the adjacent businesses already in place like Cheney Brothers, Suncoast Beverage Sales Distributing, Blue Bell and Amigo Pallets.

### **Airport Location**

PGD, which operates as a full-service commercial air transportation facility, is located along the Interstate-75 (I-75) corridor, 3 miles east of the City of Punta Gorda and roughly 25 miles north of Fort Myers. The airport is quickly accessible by both exit 161 and 164 off I-75, as well as US 41 via Airport Road.

## **GENERAL INFORMATION**

### **1. SCOPE OF SERVICES**

The Charlotte County Airport Authority (CCAA) seeks proposals from interested parties to lease approximately 24.47 acres for the development of non-aeronautical land. The property is currently being leased as a racetrack. The CCAA is seeking the **highest and best use** for the property that consist of 24.47 acres as identified in *Exhibit A* (“Property”). If additional land is required above and beyond the initial 24.47 acres, there are 75 acres of unimproved developable acres available adjacent to and surrounding the 24.47 acre parcel as further identified in *Exhibit B*. Further to the north, another 40 acres of non-aeronautical land exist and is available for lease and development. This RFP is a proposal document with the intent to enter into a lease agreement. The CCAA will utilize the results of this RFP in identifying lease candidates and, if applicable, to make a selection.

CCAA Real Estate Broker Compensation Policy shall not be applicable to a development or lease resulting from this RFP.

The Property is part of the Punta Gorda Airport inventory of non-aeronautical land in Punta Gorda, FL, 33982. Primary access to the site is off of Piper Road. Other roads that surround the property are Cheney Way and Cheney Road. Exit 161 onto Interstate I-75 is 1 mile to the south. The property is 3 miles east of the City of Punta Gorda and roughly 25 miles north of Fort Myers. The airport and the 24.47 parcel is quickly accessible by both exit 161 and 164 off I-75, as well as US 41 via Airport Road. The parcel is further identified as Non-Aviation Land, Charlotte County Parcel ID 412315300801.

To provide Respondents with a general overview of the subject Property, CCAA has attached graphical information in the attached *Exhibit A & B*. These serve for illustrative purposes only. This exhibit is intended to provide a general overview of the site which could accommodate various uses. In addition, the following link once opened provides recent aerial pictures of the current 24.47 acres and use. <https://www.flypgd.com/rfp-land/>

#### **Scope of Services – Minimum Requirements**

- A. The leasing and development opportunity consists of 24.47 acres (Primary Parcel) plus if required up to 75 acres of unimproved real property (Secondary Parcel) and up to 40 acres of unimproved land with frontage along Interstate I-75 (Tertiary Parcel) comprising up to 140 gross acres as depicted on *Exhibit B*.
- B. The final size and legal description of the Property shall be determined by a survey to be conducted after execution of a lease.
- C. Respondent must provide proposed development schedule under which the project will be

- completed, including but not limited to taking possession of the Property, rent commencement, construction commencement and completion, and date of beneficial occupancy.
- D. Respondent must be properly licensed and certified to conduct all work and engage in all activities as proposed by Respondent under this submittal.
- E. The Property falls within the current Punta Gorda ECAP Zone. Development of ECAP which allows for the development of airport/aviation, light industrial, office, retail/service, hotel, golf course, conservation, and open space uses within the boundaries of the ECAP. Current zoning on the subject Property, pursuant to Charlotte County, is identified as:  
[https://library.municode.com/fl/charlotte\\_county/codes/code\\_of\\_ordinances?nodeId=PTIILADEGRMA\\_CH3-9ZO\\_ARTIIDIRE\\_S3-9-48ENCHAIPAEC](https://library.municode.com/fl/charlotte_county/codes/code_of_ordinances?nodeId=PTIILADEGRMA_CH3-9ZO_ARTIIDIRE_S3-9-48ENCHAIPAEC)  
Respondents may propose any compatible use of the Property, subject to review and approval of CCAA.
- F. The Property will be leased “as-is” by CCAA and operated by Respondent only. Respondent shall be responsible for all site development costs including but not limited to design, engineering, permitting, zoning and entitlements, roadway and utility infrastructure modifications or additions to support proposed development.
- G. Respondent will be responsible for development of applicable parking based on use of premise.
- H. Respondent will be responsible for all insurance, fees, maintenance, and utilities that service the facility.
- I. Operations of the facilities will be compatible and shall not interfere with the aviation uses of the airport, or otherwise compromise or disturb the operations, use or safety of the airport.
- J. Respondent must comply with applicable federal, state, and local laws, which includes without limitation all airport rules, regulations, minimum standards, and required insurance coverages, as may currently exist, be promulgated, or amended by the CCAA in the future which may apply to the proposed activities.

## **2. SUBMISSION REQUIREMENTS**

### **SECTION A: Experience, Capabilities and Financials**

**Executive Summary** – Provide a brief narrative of key features of the proposed development, use for the proposed Property, and team qualifications.

**Experience and Expertise** – Provide a detailed summary of experience and expertise which demonstrates the ability of the Respondent to perform its proposed business or type of use, and to operate the facility in a professional manner, including all applicable licenses, certificates, insurance coverage, permits or such other items as required. Provide resumes of key owners, members, partners and/or staff responsible for overseeing the proposed use.

**Financial Position** – Provide evidence of Respondent’s financial position which would demonstrate the ability of the Respondent to perform the minimum levels of business activities required and fulfill the obligations of a lease agreement with CCAA.

**SECTION B: Proposed Rent Structure**

**Proposed Rent Structure** – Submit a proposed rent structure based on fair market value (“FMV”), for the first lease year and following lease years throughout the term. Fair market value is currently \$2.10 per square foot annually for 8+ acres, based on 2022 Appraisal performed by C. Michael Polk and Associates, Inc. The current land value for the 24.47 acre parcel is \$2,238,417.72. As an example, if the proposed rent submitted is calculated at 8% of value, it would be \$179,073.42 annually for the first 5 years or \$14,922.78 monthly lease rate. Proposed rent should exclude applicable sales tax. CCAA anticipates a rent adjustment mechanism that will be adjusted for CPI beginning the fifth year and every five (5) years thereafter.

**SECTION C: Proposed Use and Term of Lease**

**Nature of Proposed Business and Type of Use** – Provide a description of the specific nature of the business or service proposed to locate at the Airport. Conceptual site plans and/or illustrations necessary to convey the intended development plan and proposed use should be included.

**Lease Term** – Submit a proposed lease term/structure. CCAA will evaluate all proposed terms based on the capital improvements necessary to support the respondent’s proposed use. CCAA is currently considering up to a 30-year total lease term; however, a total term of up to 40 years may be considered subject to required capital investment, demonstrated financing requirements, and pursuant to FAA review and approval.

**SECTION D: Proposed Development Schedule and Capital Improvements**

**Proposed Development Schedule** – Submit a proposed development schedule including lease milestones, with preference given to Respondents proposing to commence sooner rather than later.

**Capital Improvements** – Submit conceptual plans of proposed capital improvements to the premises along with estimated costs. Respondent will be responsible for all such costs. Respondent must submit a description of proposed capital improvements along with the cost estimate. Priority will be given to proposals that most efficiently utilize the Property.

**EVALUATION OF STATEMENTS OF INTEREST**

Upon receipt of submission, CCAA Staff will conduct a review to assure that each submittal is generally responsive to the published criteria. Submittals deemed non-responsive will be returned to the proposer with a brief explanation of the reason for the rejection.

Following this preliminary review, an Evaluation Committee will convene to evaluate and rank each submittal based on the information requested in Sections A through D of the Submission Requirements. The points available for each Section are as follows:

|            |  |                   |
|------------|--|-------------------|
| Section A: | Experience, Capabilities and Financials                | 30 points maximum |
| Section B: | Proposed Rent Structure                                | 50 points maximum |
| Section C: | Proposed Use and Term                                  | 10 points maximum |
| Section D: | Proposed Development Schedule and Capital Improvements | 10 points maximum |

**Total: 100 points**

After evaluation of the submitted proposals, selected Respondents may be more closely considered through a presentation of their approach to perform the required services.

The CCAA reserves the right to reject any and all submissions to the RFP, request clarification, and waive informalities/technicalities, if deemed in its the best interest. The CCAA assumes no responsibility for costs incurred in responding to the RFP.

CCAA's intended award decision for this solicitation and the results of the Awards Committee's action regarding the same will be posted on CCAA's website.

### 3. INSURANCE REQUIREMENTS

Commercial General Liability: \$3,000,000

Auto: \$2,000,000

Property insurance: Full replacement value

Workers' Compensation and Employer's Liability: \$500,000/\$500,000/\$500,000

Environmental: \$10,000,000

### 4. SUBMISSION

a. Interpretations

If any questions, should arise, please contact Lisa Pedigo, Properties Manager, at [lpedigo@flypgd.com](mailto:lpedigo@flypgd.com).

b. Delivery

Each proposal shall be presented in a sealed opaque envelope and marked at the lower left-hand corner "**Punta Gorda Airport – Lease for Development of Non-Aeronautical Land**" with the name of the Proposer(s).

Sealed proposals, in duplicate, will be received until **2:00 PM on October 27, 2022**. Sealed proposals can be hand delivered to the Airport Administration Office, located at 8079 Golf Course Blvd., Punta Gorda FL 33982 or mailed to the address of 28000 Airport Road, Suite A-1, Punta Gorda, Florida 33982 prior to the bid opening date and time.

c. Duplicate

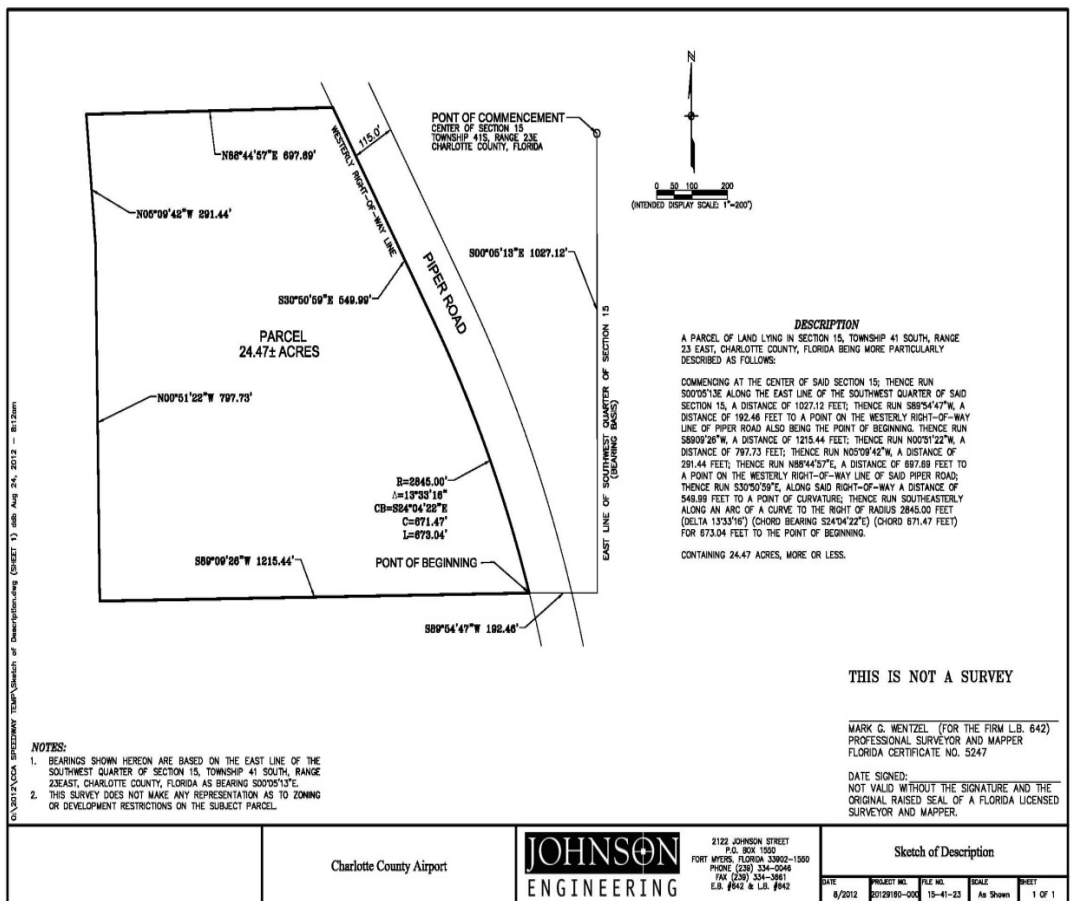
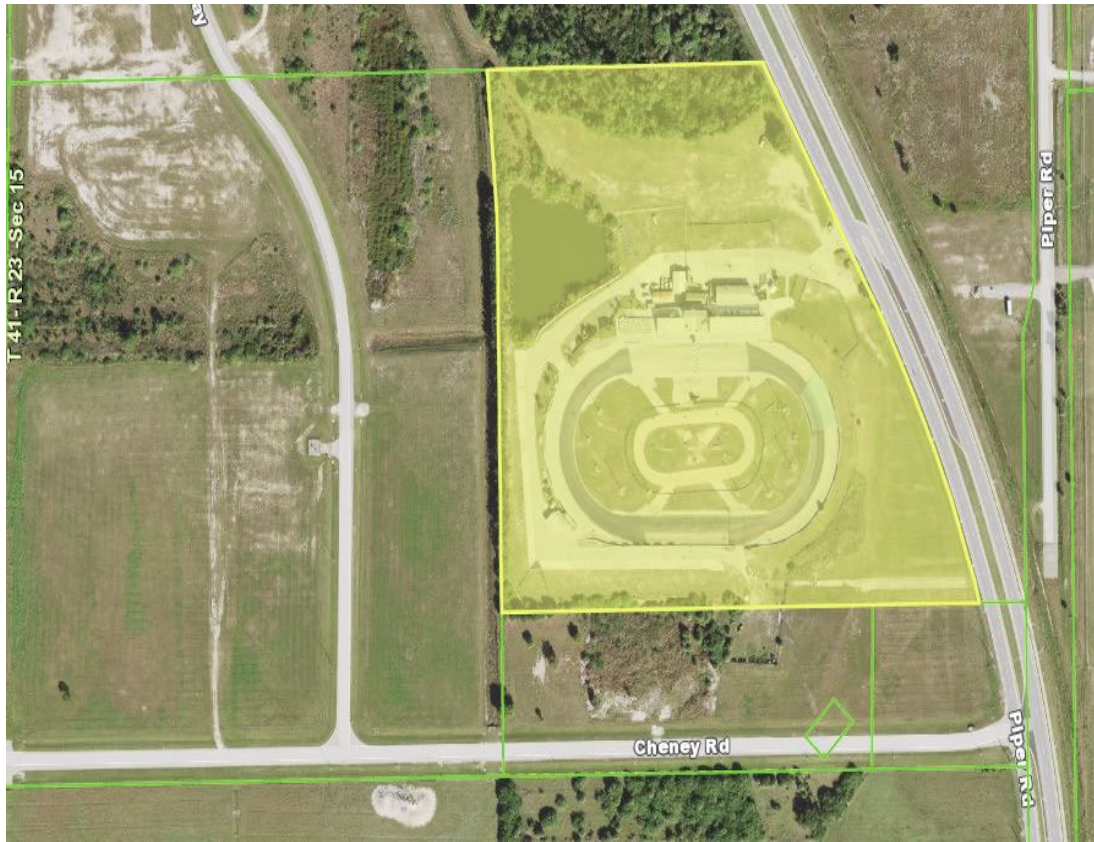
Proposer should submit **one (1) physical copy of their proposal and one (1) electronic PDF version on portable media.**

**END OF GENERAL INFORMATION**



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**Exhibit A**



*Exhibit B*

