

REQUEST FOR LETTERS OF INTEREST

Fixed Based Operator, Flight School, Specialized Aviation Service Operator or
General Aviation Orientated Business at Fresno Chandler Executive Airport
City of Fresno

The City of Fresno (City) is soliciting Letters of Interest (LOI) from companies to operate a Fixed Based Operator (FBO), Flight School (FS) or other Specialized Aviation Service Operator (SASO) at Fresno Chandler Executive Airport (FCH). The City desires to provide the general aviation community with services of an FBO, FS, SASO or other general aviation orientated business at FCH. The City is seeking fair market value rent for lease of the premises.

BACKGROUND

Fresno Chandler Executive Airport (FCH) is one of the oldest operational airports in California. Following World War I, FCH began informally as an unpaved airfield when the Chandler family had allowed pilots to operate on their property after their crops were harvested. In 1929, the property was dedicated as a public-use airfield on a one-hundred-acre site donated by the Chandler family. Today, FCH is located one-and-a-half miles from downtown Fresno and occupies approximately 200 acres. In support of local economic development, FCH is home to several businesses and supports training programs with Reedley College. The Airport works in conjunction with Fresno Yosemite International to serve the travel needs of local clients and the general aviation community.

MINIMUM QUALIFICATIONS

Respondents must possess the knowledge, experience, skill, and personnel necessary to operate a first-class service FBO, FS, SASO or other general aviation orientated business to include but not limited to the ability to, (i) provide core FBO Services as defined in the Minimum Standards for FCH; (ii) provide any commercial activity which relates to the fabrication, operation, maintenance, modification, repair, cleaning [exterior and/or interior], refurbishing, restoration, overhaul, painting, plating or refinishing of Aircraft; or of the airframes, powerplants, components, equipment, systems or accessories of Aircraft Revenue-Generating Aviation Activities and as defined in the Minimum Standards for FCH; and be willing and able to commit to a three to five year lease for the premises at FCH located at either 524 West Kearney or 548 West Kearney or both locations.

SUBMITTAL REQUIREMENTS

The Letters of Interest shall be limited to one page. This is not a solicitation to operate at FCH, and there will be no obligation on the part of the City to enter into any type of lease with respondents. This solicitation is merely intended to gauge the level of interest.

Letters of Interest must include:

1. Name of company;
2. Brief description of the company, and its qualifications to operate an FBO, FS, SASO or general aviation oriented business;
3. Statement attesting that the company meets all Minimum Qualifications stated above;
4. If the company does not currently operate at the Airport, a bank reference or letter of financial statement from the Chief Financial Officer, and a reference from an airport at which the company conducts business; and
5. Contact information for a representative of the company authorized to respond to follow-up questions and requests from the City.

Letters of Interest must be addressed to and received by City of Fresno as specified below not later than **3:00 PM PDT, March 22, 2019**

Hard Copy or PDF: City of Fresno – Airports Department, Attn.: Melissa Garza-Perry, Airports Properties Manager, 4995 East Clinton Way, Fresno, CA 93727

Email: Melissa.Garza-Perry@fresno.gov

Facsimile: (559) 251-4825, Attn.: Melissa Garza-Perry

Minimum Standards for FCH can be found at: <https://flyfresno.com/chandler-executive/>