In accordance with FAA Advisory Circular 150/5100-14E and the policies and procedures of the Duluth Airport Authority (DAA), notice is hereby given that a Request for Qualifications (RFQ) for professional airport consulting services is requested from firms to render services required in connection with projects at Duluth International Airport (DLH) and Sky Harbor Airport (DYT). It is the intent of the DAA to select and negotiate with one prime airport consultant for a five (5) year term.

Specific categories for airport consulting services include but are not limited to:

- 1. Architectural Design Services
- 2. Civil Engineering and Land Surveying Services
- 3. Environmental (and Noise Mitigation) Consulting Services
- 4. Capital Financial Consulting Services
- 5. Project and Construction Management Services
- 6. Planning Consulting Services
- 7. Political Engagement, Community Involvement and Public Relations

Firms are invited to provide a Statement of Qualifications (SOQ) for the categories listed above. An individual SOQ should be provided for each service category of interest.

The DAA plans to make application to the Federal Aviation Administration (FAA) and/or the State of Minnesota Office of Aeronautics (MNDOT) over the course of the next five years for grants related to airport development. With the recent completion of the Duluth International Airport and Sky Harbor Airport Master Plan's (portions are available online on the DAA website, contact DAA for any additional information that may be needed), both airports have a comprehensive 20-year Capital Improvement Plan (CIP). While this contract will be only for 5 years, the 10-year CIPs are attached for reference of expected projects. As many know, projects can shift in timing, thus the successful consultant should be able to complete all the potential projects listed in the Airport CIP. The CIP projects, timeframes and estimates are subject to change at any time due to constraints outside the DAA's control. The detailed scope of each project will be determined as each project is approved and funded. Project(s) potentially may be added and funded from other sources. Please reference the attached CIPs to find greater detail.

In addition to both Airport's CIPs, DLH has recently completed a Part 150 Noise Study and composed a Duluth International Airport Noise Compatibility Program (NCP). It is very likely over the duration of this contract that implementation of the NCP will begin/occur. To the extent is unknown at this point. Similar to the CIP, the project portion of the NCP is attached to this RFQ for reference. The DAA reserves the right to complete any (or none) of these mitigation efforts during the during of this contract.

In order to be considered responsive to the RFQ, a firm must be experienced in providing the type of consulting services for which the SOQ is applicable, and a firm must be familiar with the DAA, its environs, and plans for the future. Each firm shall judge for itself as to all conditions and circumstances having relationship to future projects at DLH and DYT. Each firm is charged with the responsibility of making an on-site inspection of the Airports and its environs. Airport tours of DLH will be conducted on December 20th, 2022 at Noon (1200) followed by a tour of DYT immediately thereafter. Failure on the part of any firm to make such examination and on-site inspection shall not constitute a ground for declaration

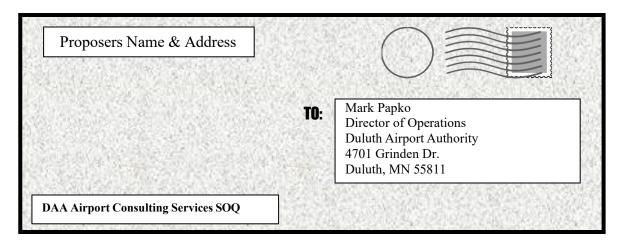
by a firm that it did not understand the conditions with respect to its SOQ. All firms are responsible for costs associated with the preparation of materials in response to this RFQ, and the DAA assumes no responsibility for any such costs.

Upon final decision of the selected firm, contract negotiations for a Professional Services Agreement will be initiated. The length of this Professional Services Agreement will be for five (5) year term from the date of contract execution. If these negotiations are unsuccessful, negotiations will be initiated with the second ranked firm.

The negotiation of individual project contracts and associated fees shall occur at the time those services are needed for an approved and funded project. If a price cannot be agreed upon between the DAA and the selected firm during negotiations for each individual project contract, then the DAA reserves the right to terminate negotiations and initiate a new procurement action. Individual project contracts are limited to those projects that can reasonably be expected to be initiated within five (5) years of the date that the initial Professional Services Agreement contract is executed, unless specifically approved by the FAA.

Understanding the wide diversity of professional disciplines required to complete all of the above proposed projects, and to allow for the maximum participation of DBE's, additional sub consultants may be proposed, for approval by airport management, as each individual project contract is negotiated. It is the policy of the DAA that Disadvantaged Business Enterprises (DBEs) shall have the maximum opportunity to participate in the performance of contracts financed in whole or part with federal funds. All firms providing professional services for the DAA shall take all necessary and reasonable steps in accordance with 49 CFR, Part 23, to ensure that DBEs have the maximum opportunity to compete for and perform contracts without discrimination on the basis of race, creed, color, national origin, handicap, or gender.

Interested firms are requested to indicate their interest in providing services in each of the above listed categories by submitting six (6) copies (plus one electronic copy on USB) of their Statement of Qualifications on or before 4:00 p.m. (Central Standard Time), January 20th, 2023. SOQ's received after this date and time will not be considered. One (1) original (marked Original) and five (5) complete copies (plus one electronic copy on USB) of the SOQ must be submitted in a sealed envelope/package clearly marked with Firms name and the words "DAA Airport Consulting Services SOQ". Example is below.



All questions concerning this RFQ shall be submitted to Mr. Mark Papko via email on or before January 10th, 2023. Mr. Papko will respond to all parties who attended the on-site inspection no later than January 13th, 2023.

Mr. Mark Papko
Director of Operations
mpapko@duluthairport.com

Timeline

Tour of Airports DLH	20 December 2022
RFQ Due Date	20 January 2023
RFQ Approval - Authority Board	February 2023
Agreement - Effective	February 2023

Generally, the format for the SOQ shall be as follows:

- A) Executive Summary
- B) Firm and team history (including local and total airport experience). Include names, qualifications and resumes of the team members assigned that will perform the engineering services listed in proposed ACIP.
- C) Seven (7) tabbed sections (SOQs) that will specifically address each of the 7 categories of airport consulting services listed above.
 - Include resumes of key personnel that will perform services in each service category.
 - A portion of each section (under 5 pages) should indicate the firm's approach to applicable projects and outline any problems that the firm thinks should be considered in a project as well as their approach to solve them.
 - Any additional information the firm wishes the selection committee to review may be included herein, however the total length of the qualifications statement should not exceed the page limitation set forth below.
 - If a firm is not interested in proposing for one of the specific categories, then a single page stating this should be included for excluded section.

All qualifications statements shall be limited to 60 pages single sided pages (or 30 double sided pages). Statements submitted by the established deadline will be evaluated based upon the following criteria:

Qualifications and competence of the firm	15%	Provide firm biography and history of the firm's aviation services business.
Experience of the firm and its employees in the type of service being sought.	30%	List recent experience in similar sized airport projects and ability to meet timelines/schedules. Example projects: Architectural, Civil, Environmental, NAVAID/electrical, land acquisition, approach clearing, CIP programming, close out reporting, GIS, and management of complex multi-phase construction projects on time and on budget.
Capability of the firm to perform the service desired within an acceptable time frame	15%	List key project personnel's professional background, experience, and workload.
Firm's familiarity with and proximity to the geographic location of the projects	10%	Indicate office location(s) where work will be performed and familiarity with DLH and DYT.
Knowledge and experience with working with personnel, policies and procedures of the TSA, FAA, FAA Minneapolis ADO, CBP and MNDOT Office of Aeronautics.	15%	Indicate ability to enhance teamwork philosophy in working with local, state, and federal agencies such as but not limited MNDOT, TSA and FAA.
Firms' ability to provide political support and community involvement to assist with outreach, advocacy, used in support of high value or sensitive construction projects	15%	Firm's history and experience of performance in assisting clients with local, state, and federal engagement in high value and/or sensitive projects.

- **I-1.Mandatory Disclosures.** By submitting a proposal, each Bidder understands, represents, and acknowledges that:
 - A. Their proposal has been developed by the Bidder independently and has been submitted without collusion with and without agreement, understanding, or planned common course of action with any other vendor or suppliers of materials, supplies, equipment, or services described in the Request for Proposals, designed to limit independent bidding or competition, and that the contents of the proposal have not been communicated by the Bidder or its employees or agents to any person not an

employee or agent of the Bidder.

- B. There is no conflict of interest. A conflict of interest exists if a Bidder has any interest that would actually conflict, or has the appearance of conflicting, in any manner or degree with the performance of work on the project. If there are potential conflicts, identify the municipalities, developers, and other public or private entities with whom your company is currently, or have been, employed and which may be affected.
- C. It is not currently under suspension or debarment by the State of Minnesota, any other state or the federal government.
- D. The company is either organized under Minnesota law or has a Certificate of Authority from the Minnesota Secretary of State to do business in Minnesota, in accordance with the requirements in M.S. 303.03.
- 1. Minnesota Department of Human Rights Affirmative Action Certification:
 - a. Under MN Statute §473.144, DAA may not accept any bid or proposal for a contract or execute a contract for goods or services in excess of \$100,000 with any business having more than forty (40) full-time employees within Minnesota on a single working day during the previous twelve (12) months, unless the firm or business has an affirmative action plan for the employment of minority persons, women, and qualified disabled individuals that has been approved by the Commissioner of the Minnesota Department of Human Rights. Further, DAA may not accept any bid or proposal for a contract or execute a contract for goods or services in excess of \$100,000 with any business having more than forty (40) full-time employees on a single working day during the previous twelve (12) months in the state where the business has its primary place of business, unless the business has a certificate of compliance issued by the Commissioner of the State of Minnesota Department of Human Rights or the business certifies to DAA that it is in compliance with federal affirmative action requirements. Each firm submitting a proposal must transmit documentation indicating the firm's compliance or exemption from the above requirements.
- 2. Minnesota Government Data Practices Act
 - b. Data supplied in response to this RFQ by businesses, firms and individuals is governed by the Minnesota Government Data Practices Act in that:
 - 1. The information requested will be used to evaluate each proposer's qualifications.
 - 2. The proposer is not legally required to supply this information; however, failure to supply the information requested may result in that SOQ receiving lesser consideration and a determination by DAA that the SOQ is non-responsive.
 - 3. The public is authorized to receive the information that is not classified by law as private, confidential, or non-public data. The proposer is responsible to clearly identify any data classified by law as private, confidential or non-public data and to provide the specific basis for the classification when the data is submitted to DAA.

Following submittal, the Statements of Qualifications will be reviewed and evaluated. Based upon the written submissions in response to this RFQ, the DAA will rank the firms in each criterion that it feels are most qualified to provide the required services. At its sole discretion, the DAA may interview up to 3 top ranked proposers, or make its final selection based entirely upon the written response to the RFQ. In the event that the DAA elects to invite a firm or firms, to make a personal presentation, a minimum of two weeks will be allowed for preparation of the presentation.

The DAA reserves the right to reject any and all Statement of Qualifications or to readvertise for additional Statement of Qualifications.

10 Year DLH Capital Improvement Plan

Future Development
sued for the ATCT Design)
truction Administration (including Taxiway C south of C3 Design)
ion Removal
Overlay
Construction
ico and the SRE)
e Maintenance (Crack Seal)
gars (south of fuel system)
system)
wn Hydraulics) Demolition - Design
pplication

PLANNING AND ENVIRONMENTAL	
IRSIDE ENGINEERING AND CONSTRUCTION	
FFY 2024	Taxiway A (Phase 6) - Design
FFY 2024	Taxiway A (Phase 5) - Construction/Construction Administration
FFY 2024	Taxilane Hangar Access - Construction (Between Monaco and the SRE)
FFY 2024	Hangar 101 (Phase 3) - Taxilane Development + Fence Realignment(Design and Construction)
SFY 2025	Midfield Ramp Repair (Phase 2)
SFY 2025	Airside Pavement Maintenance
ANDSIDE ENGINEERING AND CONSTRUCTION	
CY 2024	Perimeter Road (RDPER-03) Preventative Maintenance (Crack Seal)
CY 2023	TNC Shelter w/ Wayfinding Signage
CY 2023	EV Charging Stations
CY 2024	Landside Pavement Maintenance
RCHITECTURE AND BUILDINGS	
CY 2024	Hangar Development
CY 2023	Terminal Improvements TBD (Carpet, furniture, wayfinding, etc.)
FFY 2023	Hermantown Hydraulics Demolition
CY2023	CCTV Upgrades
CY 2024	QTA
FFY 2024	Hydrosolutions Demolition
FFY2024	Hangar 2 Demolition
EQUIPMENT	
FFY2024	SRE Replacement - Blower
FFY2024	SRE Replacement - Sand truck (29)
CY 2024	Utility Van - Vehicle #11
CY 2024	Pickup - Vehicle #12

PLANNING AND ENVIRONMENTAL	
FFY 2025	NEPA Review for Perimeter Road Relocation and Holding Bay (Phases 7 & 8)
FFY 2025	Permitting - Taxiway A (Perimeter Road & Holding Bay) - Phases 7 & 8

FFY 2025	Mitigation - Taxiway A (Perimeter Road & Holding Bay) - Phases 7 & 8
AIRSIDE ENGINEERING AND CONSTRUCTION	
FFY 2025	Taxiway A (Phase 6) - Construction/Construction Administration
FFY 2025	Taxiway A (Phase 7) - Design
SFY 2026	Midfield Ramp Repair (Phase 3)
SFY 2026	Airside Pavement Maintenance
LANDSIDE ENGINEERING AND CONSTRUCTION	
CY 2025	Landside Pavement Maintenance
ARCHITECTURE AND BUILDINGS	
FFY 2025	ATCT - Phase 1 Construction
CY 2025	Misc. Building Maintenance
EQUIPMENT	
FFY 2025	Multi-Purpose SRE (New)
CY 2025	Utility Van - Vehicle #10
SFY2026	Tractor/Mower - Vehicle #25
SFY 2026	Side by Side- ATV - Replaces #613 and #614

ANNING AND ENVIRONMENTAL	
RSIDE ENGINEERING AND CONSTRUCTION	
FFY 2026	Taxiway A (Phase 7) - Construction/Construction Administration
FFY 2026	Hangar 101 Site - Hangar Development
SFY 2027	Midfield Ramp Repair (Phase 5)
SFY 2027	Airside Pavement Maintenance
FFY 2026	Sand Storage and Chemical Building
ANDISDE ENGINEERING AND CONSTRUCTION	
CY 2026	Landside Pavement Maintenance
RCHITECTURE AND BUILDINGS	
FFY 2026	ATCT - Phase 2 Construction
CY 2026	Misc. Building Maintenance
FFY 2026	Replace Gate 2 Jetbridge (Mfg. year 2004)
QUIPMENT	
CY 2026	Maintenance Equipment Replacement
FFY 2025	SRE Replacement (Loader #43)
FFY 2026	Replace Multi Purpose - Dragon

PLANNING AND ENVIRONMENTAL		
AIRSIDE ENGINEERING AND CONSTRUCTION		
FFY 2027	Runway 3/21 Rehabilitation - Design	
FFY 2027	Runway 3/21 Rehabilitation - Construction/Construction Administration	
FFY 2027	Runway 3/21 Obstruction Removal	
FFY 2027	Taxiway C Realignment - Design	
FFY 2027	Taxiway C Relocation - Construction	
FFY 2027	NAVAID (Rwy 27 PAPI and Glideslope) Relocation Design	
FFY 2027	NAVAID (Rwy 27 PAPI and Glideslope) Relocation Construction	
FFY 2027	NAVAID (Rwy 27 PAPI and Glideslope) Relocation Reimbursable Agreement	
SFY 2028	Midfield Ramp Repair (Phase 6)	
SFY 2028	Airside Pavement Maintenance	
LANDSIDE ENGINEERING AND CONSTRUCTION		
CY 2027	Landside Pavement Maintenance	
ARCHITECTURE AND BUILDINGS		
FFY 2027	ATCT - Phase 3 Construction	
CY 2027	Misc. Building Maintenance	
EQUIPMENT		
CY 2027	Maintenance Equipment Replacement	
FFY 2027	Sweeper (Replace #37)	

PLANNING AND ENVIRONMENTAL		
AIRSIDE ENGINEERING AND CONSTRUCTION		
FFY 2028	Taxiway A (Phase 8) - Design	
FFY 2028	Taxiway A (Phase 8) - Construction/Construction Administration	
SFY 2029	Midfield Ramp Repair (Phase 7)	
SFY 2029	Airside Pavement Maintenance	

LANDSIDE ENGINEERING AND CONSTRUCTION		
CY 2028	Landside Pavement Maintenance	
ARCHITECTURE AND BUILDINGS		
CY 2028	Misc. Building Maintenance	
EQUIPMENT		
CY 2028	Maintenance Equipment Replacement	
FFY 2028	Blower (Replace #20)	
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PLANNING AND ENVIRONMENTAL	
IRSIDE ENGINEERING AND CONSTRUCTION	
FFY 2029	Taxiway A (Phase 9) - Design
FFY 2029	Taxiway A (Phase 9) - Construction/Construction Administration
SFY 2030	Midfield Ramp Repair (Phase 8)
SFY 2030	Airside Pavement Maintenance
ANDSIDE ENGINEERING AND CONSTRUCTION	
CY 2029	Landside Pavement Maintenance
ARCHITECTURE AND BUILDINGS	
FFY 2029	Replace Gate 3 Jetbridge
FFY 2029	Replace Gate 4 Jetbridge
CY 2029	Misc. Building Maintenance
EQUIPMENT	
CY 2029	Maintenance Equipment Replacement
FFY 2029	Batwing Plow (Replace #13)

PLANNING AND ENVIRONMENTAL	
AIRSIDE ENGINEERING AND CONSTRUCTION	
FFY 2030	GA Ramp (Monaco) - Design/Construction/Construction Administration
SFY 2031	Midfield Ramp Repair (Phase 9)
SFY 2031	Airside Pavement Maintenance
LANDSIDE ENGINEERING AND CONSTRUCTION	
CY 2030	Landside Pavement Maintenance
ARCHITECTURE AND BUILDINGS	
CY 2030	Misc. Building Maintenance
EQUIPMENT	
CY 2030	Maintenance Equipment Replacement
FFY 2030	Replace Grader #18

Airside Pavement Maintenance
RW 9/27 Pavement Maintenance (Phase 1, West End)
RW 9/27 Lighting and Shoulder Replacement (Phase 1, West End)
Landside Pavement Maintenance
Hangar 101 Development Area
Misc. Building Maintenance
Hangar 2 Demolition
Maintenance Equipment Replacement

PLANNING AND ENVIRONMENTAL		
AIRSIDE ENGINEERING AND CONSTRUCTION		
SFY 2033	Airside Pavement Maintenance	
FFY 2032 RW 9/27 Pavement Maintenance (Phase 2, Center)		
FFY 2032 RW 9/27 Lighting and Shoulder Replacement (Phase 2, Center)		

LANDSIDE ENGINEERING AND CONSTRUCTION		
CY 2032	Landside Pavement Maintenance	
ARCHITECTURE AND BUILDINGS		
FFY 2032	Replace Gate 1 Jetbridge	
CY 2032	Misc. Building Maintenance	
EQUIPMENT		
CY 2032	Maintenance Equipment Replacement	
FFY 2032	Replace Sander #42	

PLANNING AND ENVIRONMENTAL		
AIRSIDE ENGINEERING AND CONSTRUCTION		
FFY 2033	RW 9/27 Lighting and Shoulder Replacement (Phase 3, East End)	
FFY 2033	RW 9/27 Pavement Maintenance (Phase 3, East End)	
SFY 2034	Airside Pavement Maintenance	
LANDSIDE ENGINEERING AND CONSTRUCTION		
CY 2033	Landside Pavement Maintenance	
ARCHITECTURE AND BUILDINGS		
CY 2033	Misc. Building Maintenance	
EQUIPMENT		
CY 2033	Maintenance Equipment Replacement	

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State Fiscal Year	Federal Fiscal Year	Project
	Annual Non-Primary Entitlement and BIL Alottment	
		Seaplane Ramp and Dock
2023	2022	Southeast Apron Rehabilitation
2020	2022	BIL Transfer from DLH - for SRE Building
		SRE Building - Design and Construction
		GA Terminal Building - Design and Construction
	1	I 5: 5: 100 150 1
		Annual Non-Primary Entitlement and BIL Alottment
2024	2023	Runway Relocation, Phase 5 - Mitigation Monitoring
		Entititlement Repayment - AUM
		Annual Non-Primary Entitlement and BIL Alottment
2025	2024	Entitlement Transfer - Repayment to AUM
2020	2021	BIL Transfer - Repayment to DLH
		DIE Transier - Repayment to DET
		Annual Non-Primary Entitlement and BIL Alottment
		Runway / Taxiway Rehabilitation - Crack Seal
2026	2025	BIL Transfer - Repayment to DLH
		Fueling System - Pump & Cabinet System
		Mower/Float Tractor
0007	0000	Annual Non-Primary Entitlement and BIL Alottment
2027	2026	BIL Transfer - Repayment to DLH
		Annual Non-Primary Entitlement and BIL Alottment
2028	2027	Reconstruct Seaplane Ramp
		Expand Seaplane Dock System
2029	2028	Annual Non-Primary Entitlement
2023	2020	Taxilane Development
2030	2029	Annual Non-Primary Entitlement
2000	2020	Apron Rehabilitation - Crack Repair and Slurry Seal
		Annual Non-Primary Entitlement
2031	2030	Replace #26 Tractor with attachments
		Entitlement Transfer
2032	2031	Annual Non-Primary Entitlement
2002	2001	Entitlement Repayment
		Annual Non-Primary Entitlement

2033	2032	Runway Rehabilitation - Crack Repair and Slurry Seal
2000	2002	Taxiway Rehabilitation - Crack Repair and Slurry Seal
		General Aviation Apron - Reconstruction

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Table 4-2 Summary of 2021 Noise Compatibility Program Recommendations, (continued)

MEASURE	IMPLEMENTATION STATUS
(formerly 1997 NCP Measure M-1) Measure M-A: Offer Residential Sound-insulation Program to Single- and Multi- Family Homes (47 units) within the 65+ DNL Noise Contour. Offer Residential Sound-insulation Program to Single-Family Homes (17 units) within the Block Rounding Area Outside of the 65 DNL Noise Contour	This is a measure that was never implemented from the 1997 NCP and should be continued with modification to include all properties identified within the Future (2026) NEM 65+ DNL and the properties identified in the block rounding area outside the Future (2026) NEM 65 DNL. Properties undergoing soundinsulation would have an avigation easement placed on the property and attached to the deed.
Measure M-B: Offer Land Acquisition Program to Single-Family Homes (7 homes) within the 70+ DNL Noise Contour	This is a new measure. Property owners that decline acquisition would still be offered soundinsulation. If a property declines both land acquisition and soundinsulation, an avigation easement would be offered on the property and attached to the deed.

14 CFR Part 150 Noise Compatibility Program Update Final – December 2021

 Table 4-2
 Summary of 2021 Noise Compatibility Program Recommendations, (continued)

Table 4-2 Su	mmary of	2021 Noise Compatibility
MEASURE		IMPLEMENTATION STATUS
Measure M-C: Offer Land Acquisition Pro Mobile Homes within NMI (103 mobile homes).		This is a new measure. If the single mobile home property east of Lavaque Bypass Road declines land acquisition, an avigation easement would be offered on the property, if the property is owner occupied, and attached to the deed.
Measure M-D: Offer Avigation Easement Owner-Occupied Single- a Family Homes within NMI NMPA #2 if Acquisition ar Sound-insulation is Declir	and Multi- PA#1 and nd/or	This is a new measure

^{*}Funding source based on Consolidated Appropriations Act, Division C - Department of Defense Appropriations Act 2021, Title VIII General Provisions, Section 8136

 Table 4-2
 Summary of 2021 Noise Compatibility Program Recommendations, (continued)

MEASURE	IMPLEMENTATION STATUS
(formerly 1997 NCP Measure A-1) Measure P-A: Continue Logging of Noise Complaints	This is a continuation of the existing process with a slight modification to be undertaken by the DAA and MnANG
(formerly 1997 NCP Measure A-2) Measure P-B: Initiate Community Roundtable or Noise Abatement Committee	This is considered a new measure since it was never implemented in the previous NCP.
Measure P-C: Perform regular updates to the NEMs and review of NCP	This is a new measure

Source: Landrum & Brown analysis, 2021.

Table 4-2 Summary of 2021 Noise Compatibility Program Recommendations, (continued)

Tubio 4 2 Guillinary of	2021 Holoo Compatibility
MEASURE	IMPLEMENTATION STATUS
Measure M-E:	This is a new measure
Offer Avigation Easement to 1 owner-occupied Mobile Home within NMPA #1 if Acquisition is Declined.	
Measure M-F:	This is a new measure
Offer Avigation Easements to 2 Owner-Occupied Mobile Homes within NMPA #2.	
(formerly 1997 NCP Measure M-1)	This is a new measure
Measure M-G:	
Develop an Airport Land Use Management District (ALUMD)	
Measure M-H:	This is a new measure
Adopt Updated Subdivision Regulations	
Measure M-I:	This is a new measure
Adopt Improved Building Codes	

MEASURE	IMPLEMENTATION STATUS
Measure M-J:	This is a new measure
Develop a Voluntary Fair Disclosure Program	