



**DULUTH AIRPORT AUTHORITY**

Duluth International Airport  
Solicitation 25-4408

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Development Request for Information (RFI)

Issued: September 2, 2025

Statements Due: October 30, 2025, 3:00 pm (local time)

## **A. INTRODUCTION**

The Duluth Airport Authority (DAA) is seeking qualified and experienced developers, investors, and aeronautical operators who are interested in establishing a presence at the Duluth International Airport in Duluth, Minnesota. This Request for Information (RFI) is aimed at identifying parties who are looking to locate at the airport and contribute to the development or redevelopment of both aeronautical and non-aeronautical airport-owned property. Through this RFI, the DAA seeks to gather input on capabilities, innovative strategies, and development approaches that align with the airport's growth and long-term vision.

## **B. AIRPORT DESCRIPTION**

The DAA operates and maintains Duluth International Airport (DLH) and is located at 4701 Grinden Drive Duluth, MN 55811.

- DLH is 14 CFR Part 139 certificated public use international airport.
- 24/7 Air Traffic Control.
- The Airport Rescue Fire Fighting (ARFF) Index is B and capable of flexing to Index D.
- DLH is a Non-hub Primary Commercial Service Airport and is served by:
  - Delta Air Lines
  - United Airlines
  - Seasonal service from Sun Country Airlines.
- DLH is home to:
  - Cirrus Aircraft
  - Minnesota Air National Guard
  - Lake Superior College Center for Advanced Aviation
  - Lake Superior Helicopters.
- The Fixed Based Operator (FBO) is Monaco Air Duluth.
- The Airport's current facilities include a 109,000 square foot terminal building built in 2013. The Airport is located on approximately 3,200 acres with a primary runway of 10,591 feet long and crosswind runway of 5,719 feet long.

DLH, the second-busiest commercial service airport in Minnesota, serves as a vital hub for aviation in northern Minnesota. DLH plays a major role in the regional economy, supporting over 4,000 jobs, generating \$284.8 million in annual labor income, and contributing \$1.4 billion in total economic output each year. With available land prime for development, DLH is well-positioned for future growth and expansion.

Located two hours from both Minneapolis/St. Paul and the Canadian border, the cities of Duluth and Superior include a growing population of nearly 300,000, access to an international seaport, 18 regional medical centers, and reliable power. The area offers a high quality of life, with excellent K-12 schools and 15 higher education institutions, including two public universities and two private colleges.

## **C. GENERAL PROVISIONS OF REQUEST FOR INFORMATION (RFI)**

The DAA is seeking interest through this RFI from parties interested in partnering with the DAA to develop/redevelop aeronautical and non-aeronautical land. The expectations of this RFI are to collect industry input that can be applied or included in the development of a subsequent Request for Proposals (RFP) that will identify potential partners for delivering the development project that contains specified services and a defined scope of work. As a result of this RFI, DAA hopes to gain information that allows DAA to properly develop future facilities at DLH. The RFI will help guide DAA towards the potential negotiation of a lease(s) and operating agreement(s) with one or more respondents through an RFP that

may be released at a later date.

Financial contribution from the DAA for an aeronautical project is a possibility, pending review and approval by the Federal Aviation Administration (FAA).

Respondents to this RFI should become familiar with the following information:

1. Adherence to the Airport's Rules and Minimum Standards:  
[DLH-Rules-and-Standards-Adopted-June-2014.pdf \(duluthairport.com\)](#).
2. Adherence to the Airport's Master Plan which can be found here:  
<https://duluthairport.com/master-plan/>.
3. Adherence to the Federal Aviation Administration's (FAA's) standards for aviation use (e.g., residential, and non-aviation related retail development is prohibited), and the FAA's policy on Non-Aeronautical Use of Airport Hangars:  
<https://www.govinfo.gov/content/pkg/FR-2016-06-15/pdf/2016-14133.pdf>.
4. Conform to FAA Federal Aviation Regulation (FAR) Part 77 height restrictions.
5. FAA Grant Assurances, to ensure that any proposed development is consistent with and would not violate the obligations set forth in FAA Grant Assurances.

The DAA has retained the services of an Architectural, Engineering, Design and Planning firm (the "Engineer") to provide engineering, design, planning, construction administration, and other typical architectural services for proposed development projects at the Airport when the DAA deems applicable to engage them.

#### **D. Exhibits**

Exhibit A- Available aeronautical and non-aeronautical areas.

#### **E. RFI RESPONSE FORMAT**

The DAA's Review Committee will review the submissions based on the following criteria. Please be advised that the information received may be utilized in a forthcoming RFP.

##### **Business Information:**

- a. Contact Information: Individual/Company name and name of entity leasing the premises with appropriate contact information.
- b. Legal Status: A statement that the proposer is not currently disbarred or suspended by the federal government, the State of Minnesota or any of its departments or agencies or another government entity.
- c. Company/Business History: length of time in business.
- d. Proof of operating licensure for intended aeronautical use if applicable.
- e. Description of company's scope of regular business services.
- f. Description of proposed use of premises.
- g. Proposed term of lease including options.
- h. Evidence of the technical and financial capability of the proposer to partner with the DAA on the development of an aeronautical or non-aeronautical facility and any capital contributions proposed for the project.
- i. Economic impact of proposed project: jobs, aircraft operations, and increase in generation of new airport revenue.
- j. References: At least two references from similar projects completed in last five years.
- k. Any other information the proposer deems necessary and helpful for the Review Committee's consideration of the proposal.
- l. Addenda acknowledgment if any.

**Development Project Approach:**

- a. Provide a conceptual vision for the development/redevelopment, business plan, phasing and proposal.
- b. Clearly identify which available property/area(s) is of interest.
- c. Provide preliminary thoughts on project delivery models.
- d. Provide any initial technical, financial, or operational considerations. Be specific about your approach to financing.
- e. Describe challenges and risks your company perceives with the project.

**F. RESPONSE SUBMISSION**

**All responses must be received at the address below or emailed to the email address listed below no later than local time 3:00 p.m. October 30, 2025. All responses must be addressed to:**

Duluth Airport Authority  
Solicitation 25-4408  
Development RFI  
Attn: Jana Kayser  
4701 Grinden Drive  
Duluth, MN 55811

**OR sent via email to:**

[jkayser@duluthairport.com](mailto:jkayser@duluthairport.com)

**Any response submittal not received by the deadline may not be considered.**

It is the sole responsibility of the Respondent to ensure delivery of statements by the deadline. It is not the responsibility of DAA to ensure delivery.

It is the obligation of each Respondent to examine instructions, requirements, and specifications before submitting a response. DAA will not be responsible for, nor honor any claims resulting from, or alleged to be, the result of misunderstanding by the Respondent.

Cost of Response Development: DAA claims no financial responsibility for any costs incurred by the Respondent in responding to this RFI. These costs include, but are not limited to, bonding, legal costs for any reason, production, reproduction, travel, postage and mailing.

**G. RFI TIMELINE**

| Description                  | Date and Time                          |
|------------------------------|--|
| RFI Issued                   | September 2, 2025                      |
| Deadline to submit questions | September 16, 2025, 10:00am local time |
| Final response to questions  | September 24, 2025                     |
| RFI Due Date                 | October 30, 2025, 3:00pm local time    |

**H. RFI QUESTIONS**

**All RFI questions must be submitted in writing via email no later than local time 10:00 a.m. on September 16, 2025. Questions must be emailed to [purchasing@duluthmn.gov](mailto:purchasing@duluthmn.gov). Please be sure to put "25-4408" Airport Development RFI" in the subject line. Any question submitted after this date will not be answered.**

All questions submitted in accordance with the requirements stated above will be answered in writing and posted to the Purchasing website at <http://www.duluthmn.gov/purchasing/bids-request-for-proposals/> along with the original RFI. The Respondent shall acknowledge receipt of any addenda that may be necessary in their response.

**I. ADMINISTRATIVE INFORMATION**

This RFI is designed as a tool to collect information and will not directly result in a contract or funding for a project.

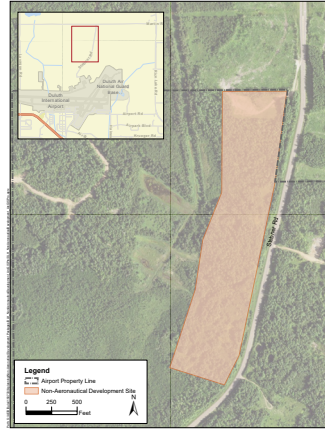


## AREA 1 STEBNER ROAD, WEST SIDE

**Location:** In the City of Rice Lake along the west side of Stebner Road, north of the Duluth International Airport and south of Martin Road.

**Size:** ~35 acres

**Description:** This undeveloped site is currently zoned as Commercial (St. Louis County). A planned utility upgrade project will bring utilities close to this site.

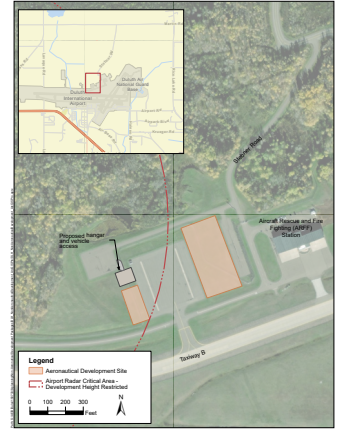


**\* All non-aeronautical developments require FAA approval**

## AREA 2 NORTH BUSINESS DEVELOPMENT

**Location:** Off Stebner Road on the north side of the airfield.

**Description:** This shovel-ready site includes paved vehicle parking areas and is ready to connect to all utilities. Located on the north side of the airfield this site is ideal for a variety of aeronautical uses, including rotor-wing activity.

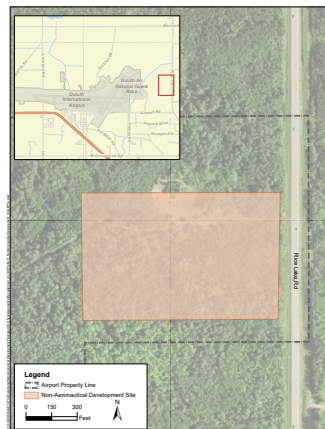


## AREA 3 RICE LAKE ROAD PARCEL

**Location:** In Duluth along Rice Lake Road.

**Size:** ~28 acres

**Description:** The city of Duluth has zoned this site for Mixed-Use Business. Developing this site would require utility work.



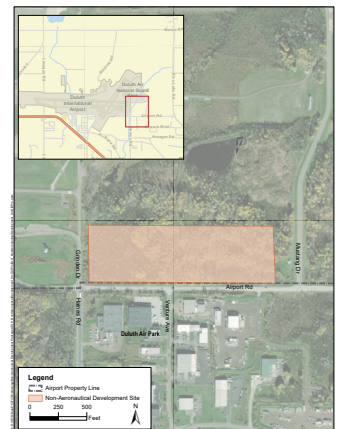
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## AREA 4 AIRPORT ROAD

**Location:** In Duluth along Airport Road between Grinden Drive and Mustang Drive, near the entrance to DLH.

**Size:** ~10 acres

**Description:** This site has access to utilities along Airport Road, including natural gas. Water and sanitary sewer exist in the industrial park across Airport Road.

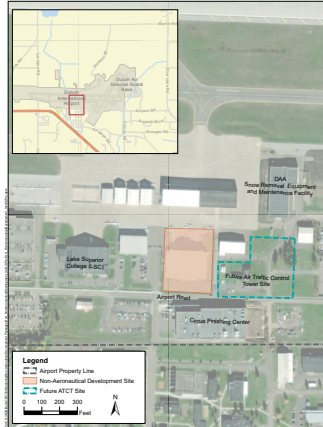


**\* All non-aeronautical developments require FAA approval**

## AREA 5 HANGAR SPACE

**Location:** Midfield at DLH along Airport Road.

**Description:** This aeronautical development site has direct access to DLH's largest aircraft ramp and quick access to all runway surfaces. This area is ideal for corporate hangars of varying sizes and is shovel-ready, with utilities located at the site.

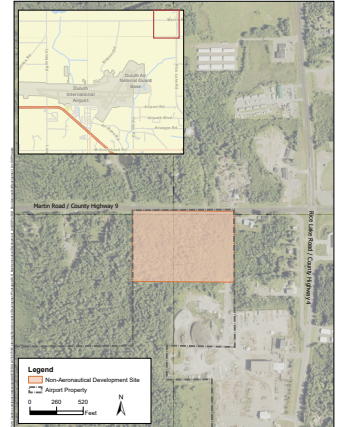


## AREA 6 MARTIN ROAD

**Location:** In Duluth along Martin Road near Rice Lake Road intersection.

**Size:** 10+ acres

**Description:** This non-aeronautical site has potential for a variety of different business opportunities. A planned utility upgrade will bring utilities close to this site.



**\* Zoning updates will be required for development at this location**

**\* All non-aeronautical developments require FAA approval**

## AREA 7 MIDFIELD RAMP REDEVELOPMENT

**Location:** Centrally located on the Midfield Ramp at DLH.

**Size:** ~.80 acres

**Description:** Prime aeronautical location at DLH. This site has direct access to DLH's largest aircraft ramp and quick access to all runway surfaces. This site is ideal for a large aircraft hangar. Utilities are located near site.

