

## PDSC MEETING AGENDA

**DATE:** 6/18/2024  
**TIME:** 2:00-4:30 PM  
**LOCATION:** Airport Conference Room  
**RE:** Planning and Development Subcommittee

### PDSC Objectives:

- Support the implementation of the 2023-2024 Strategic Plan and the 2020 Airport Master Plan
- Provide ongoing support and input on specific plans and proposals for the development of Airport property
- Provide input on other business development efforts as appropriate

### PDSC Agenda Items:

- 1) **Airport Development Expressions of Interest (EOI) Review (140 min.)**
- 2) **Open Discussion (10 min.)**

Remote access available with the Zoom link below:

<https://us06web.zoom.us/j/97011482750?pwd=V1pVVHdrMXZibzlyZ3RFanpRK2NlZz09>

Meeting ID: 970 1148 2750

Passcode: 465261



# NORTHERN COLORADO REGIONAL AIRPORT

4900 Earhart Rd • Loveland, Colorado 80538

(970) 962-2850 • FAX (970) 962-2855 • TDD (970) 962-2620

**ITEM NUMBER:** 1

**MEETING DATE:** June 18, 2024

**PREPARED BY:** Aaron Ehle, Airport Planning & Development Specialist

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## TITLE

Airport Development Expressions of interest (EOI) Review

## RECOMMENDED PDSC ACTION

- Evaluate EOIs for completeness
- Provide comments/recommendations to the Airport Commission

## SUMMARY

In April, as directed by the Airport Commission, a request for expressions of interest (REOI) for Airport development was issued. The REOI presented three sites for potential development projects.



The following expressions of interest (EOI) were received:

- Site B
  - Professional Aircraft Services – Page 22
- Site C
  - Joint Proposal – Page 28
    - Scion Aviation
    - Century Helicopters
    - Lear Earhart Association
    - Doud BTS
      - Also submitted individual response – Page 37
  - Joint Proposal – Page 45
    - Philip Glasgow
    - Bulldawg
    - Cichos Construction
  - Unnamed Company – Page 50
- Site D
  - Into the Blue – Page 55

The purpose of this meeting is to review the expressions of interest, assess their completeness, and prepare general recommendations for the Airport Commission meeting on June 27<sup>th</sup>.

## **ATTACHMENTS**

REOI

Site B Proposal

Site C Proposals

Site D Proposal

**REQUEST FOR EXPRESSIONS OF INTEREST**  
**AIRPORT DEVELOPMENT OPPORTUNITY**

SOLICITATION #2024-045  
SUBMITTAL DUE DATE: JUNE 13, 2024



NORTHERN COLORADO  
REGIONAL AIRPORT



**APRIL 18, 2024**

## NOTICE TO RESPONDENTS

The Cities of Loveland and Fort Collins (hereafter the “Cities”) are soliciting Expressions of Interest (“EOI”) from qualified parties for **Airport Development Opportunity, Solicitation #2024-045** at Northern Colorado Regional Airport (“Airport”). Submittals must be received electronically at [bids@cityofloveland.org](mailto:bids@cityofloveland.org) on or before **2:00 p.m.** (Mountain Time “MT”) on **June 13, 2024**, at which time they will be recorded, but not publicly opened. There will be a virtual bid opening on Zoom using the following link:

### **Microsoft Teams**

[Join the meeting now](#)

Meeting ID: 287 017 201 59

Passcode: uQ2knP

The Request for Expressions of Interest (“REOI”) is available at [www.bidnetdirect.com](http://www.bidnetdirect.com). If you are not registered with BidNet, please visit their website and select “Vendor Registration,” or call 800-835-4603. There is a free registration option available for inquiry.

No submissions will be considered which have not been received by the deadline set forth above, as determined by the City email server. The City is not responsible for delays occasioned by the internet, outages of service, the City email server, or any other electronic delay. The City email server scans all emails with attachments and delays the receipt of those emails up to 4 minutes, please plan your submission accordingly.

The City will hold an optional **pre-submittal meeting on May 16, 2024, at 2:00 p.m.** at 4900 Earhart Rd, Loveland, Colorado 80538 to allow Respondents an opportunity to ask questions about the REOI. This meeting is not mandatory.

Questions concerning the REOI shall be directed only to Aaron Ehle, Planning & Business Development Specialist for the Airport, at [aaron.ehle@cityofloveland.org](mailto:aaron.ehle@cityofloveland.org). **Questions will be accepted until May 23, 2024, at 12:00 p.m.** All questions received by the question deadline stated above will be responded to via Addendum, which will be published at Rocky Mountain e-Purchasing System ([www.bidnetdirect.com/colorado](http://www.bidnetdirect.com/colorado)).

### **Equal Opportunity Employer**

**The City of Loveland is committed to providing an equal opportunity for services, programs and activities and does not discriminate on the basis of disability, race, age, color, national origin, religion, sexual orientation or gender. For more information on non-discrimination or for translation assistance, contact the City’s Title VI Coordinator at [TitleSix@cityofloveland.org](mailto:TitleSix@cityofloveland.org) or 970-962-2372. The City will make reasonable accommodations for Respondents in accordance with the Americans with Disabilities Act (ADA). For more information on ADA or accommodations, contact the City’s ADA Coordinator at [jason.smitherman@cityofloveland.org](mailto:jason.smitherman@cityofloveland.org) or 970-962-3319.**

“La Ciudad de Loveland está comprometida a proporcionar igualdad de oportunidades para los servicios, programas y actividades y no discriminar en base a discapacidad, raza, edad, color, origen nacional, religión, orientación sexual o género. Para más información sobre la no discriminación o para asistencia en traducción, contacte al Coordinador Título VI de la Ciudad al [TitleSix@cityofloveland.org](mailto:TitleSix@cityofloveland.org) o al 970-962-2372. La Ciudad realizará las acomodaciones razonables para los Proponedores de acuerdo con la Ley de Discapacidades para Americanos (ADA). Para más información sobre ADA o acomodaciones, contacte al Coordinador de ADA de la Ciudad: [jason.smitherman@cityofloveland.org](mailto:jason.smitherman@cityofloveland.org) o al 970-962-3319.

## **COLORADO OPEN RECORDS ACT NOTIFICATION**

The City of Loveland is subject to section 24-72-201 *et seq.* of the Colorado Revised Statutes, the Colorado Open Records Act. If you object to the disclosure of any confidential or privileged information as such is defined in the Colorado Open Records Act, any such pages must be marked confidential and submitted as outlined below in the Submittal Instructions. If you fail to mark the documents confidential and fail to include the explanation, any objection to the release of any information will be deemed waived by the City.

Please note that your objection will be considered but is not binding on the City. The City is required to make a determination under the Colorado Open Records Act, and may only withhold documents that are confidential under the law. If the City releases documents marked as confidential in compliance with the Colorado Open Records Act, the Respondent waives any claims for liability or damages.

**I. OPPORTUNITY**

The Cities of Loveland and Fort Collins (the "Cities") invite qualified parties to submit Expressions of Interest (“EOI”) for new development projects that are aligned with the goals and mission of Northern Colorado Regional Airport ("Airport") and will improve infrastructure, facilities, and available services.

This Request for Expressions of Interest (“REOI”) is the initial step in a process guided by the Northern Colorado Regional Airport Commission (“Airport Commission”) on behalf of the Cities. The objective is to gather information, analyze market trends, assess developer interests and capabilities, and explore available options before proceeding with subsequent steps.

The Airport Commission will review the submitted EOIs and then determine the next steps related to the development of the subject sites. Potential next steps are presented in Section XI, “Review and Next Steps.”

The Cities intend to offer parcel(s) of land to be leased in accordance with the Airport’s Ground Lease Agreement (“Lease”), which is attached as a separate document, and to be developed in alignment with the Airport’s and Cities’ policies and guiding documents, which can be accessed at: <https://www.flynoco.com/airport-commission/guiding-documents/>.

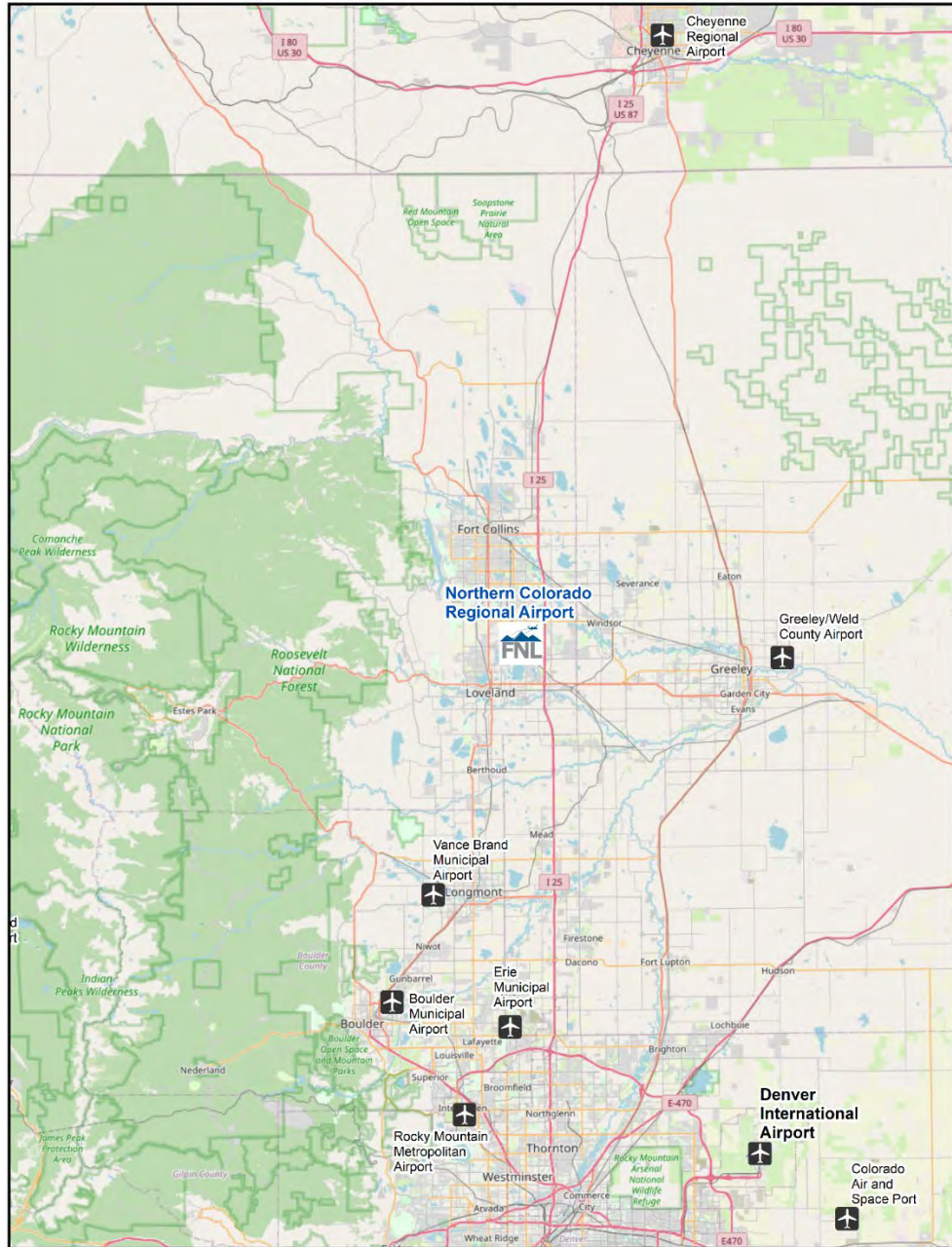
**REOI Timeline**

REOI Issue Date	April 18, 2024
Non-Mandatory Pre-Submittal Meeting	May 16, 2024
Questions Deadline	May 23, 2024
Final Addendum Posted	May 24, 2024
EOI Due Date	June 13, 2024
Planning & Development Subcommittee Review of EOIs	June 18, 2024
Airport Commission Review of EOIs	June 27, 2024

**II. AIRPORT BACKGROUND**

Since its opening in 1964, the Airport has evolved to accommodate the aviation demands of the Northern Colorado Region. Jointly owned and operated by the Cities and located solely within the jurisdictional limits of the City of Loveland, it supports a diverse mix of general aviation and commercial aviation users. The Airport generates approximately \$296 million annually in economic impact according to a Colorado Department of Transportation Division of Aeronautics study <https://www.codot.gov/programs/aeronautics/studies-plans-reports/2020ceis/2020ceisreports/northern-co-regional-loveland-fnl.pdf>.

Situated adjacent to Interstate 25 in Loveland, Colorado, approximately an hour's drive north of Denver, the Airport has witnessed remarkable population and economic growth in recent decades. Today, it stands as a focal point amid a dynamic mix of industrial, commercial, and residential development. It serves Larimer County and portions of Weld County and is centrally located among the cities of Fort Collins, Loveland, and Greeley, with more than 850,000 people living within 30 miles. The Airport, also known by the three-letter airport code FNL, is the closest airport to Estes Park and Rocky Mountain National Park, which see over 4.5 annual visitors.



*Figure 1 - Airport Vicinity Map*

With approximately 225 aircraft hangars and 300 based aircraft, the Airport is home to many private-sector developments and businesses that support a wide array of aeronautical activities. Air traffic control services are provided 7 days a week from 8:00 a.m. to 6:00 p.m. The 8,500-foot-long, 100-foot-wide runway supports more than 115,000 aircraft operations per year.

The Airport is one of 14 commercial service airports in the state of Colorado. For much of its history, the Airport has supported commercial air service; most recently with Allegiant Airlines from 2003-2012 and Avelo Airlines from 2021-2022. Currently, there is no scheduled service at the Airport. The Airport also supports ground transportation services to Denver International Airport, provided by Landline in partnership with United Airlines and Groome Transportation.



**Table 3-11: Summary of Aviation Activity Forecasts, 2018-2038**

Aviation Activity	2018	2023	2028	2033	2038
<b>OPERATIONS</b>					
Commercial Service	50 <sup>1</sup>	590	692	812	954
General Aviation	94,650 <sup>2</sup>	108,504	118,452	129,313	141,170
Single Engine Piston	63,298 <sup>3</sup>	72,372	79,008	86,252	94,160
Multi-Engine Piston	28,470 <sup>3</sup>	32,009	34,351	36,854	39,528
Turboprop	285 <sup>3</sup>	597	948	1,358	1,835
Business Jet	2,847 <sup>3</sup>	3,526	4,146	4,849	5,647
Military	200 <sup>2</sup>	200	200	200	200
<b>TOTAL OPERATIONS</b>	<b>94,900<sup>2</sup></b>	<b>109,294</b>	<b>119,344</b>	<b>130,325</b>	<b>142,324</b>
Local Operations	35,208 <sup>2</sup>	43,280	50,244	58,125	67,034
Itinerant Operations	59,692 <sup>2</sup>	66,013	69,100	72,200	75,289
<b>PASSENGER ENPLANEMENTS</b>					
Enplanements	<b>3,388<sup>2</sup></b>	<b>48,431</b>	<b>56,829</b>	<b>66,684</b>	<b>78,248</b>
<b>BASED AIRCRAFT BY TYPE</b>					
Single Engine Piston	216 <sup>1</sup>	230	241	253	265
Multi-Engine Piston	16 <sup>1</sup>	16	16	16	16
Glider/Ultra-Light	2 <sup>1</sup>	3	4	5	6
Business Jet	9 <sup>1</sup>	11	13	15	17
Helicopter	13 <sup>1</sup>	15	17	19	21
<b>Total Based Aircraft</b>	<b>256<sup>1</sup></b>	<b>275</b>	<b>291</b>	<b>308</b>	<b>325</b>

**SOURCE:** Mead & Hunt, 2018.

**NOTES:**

1. FAA 2018 APO Terminal Area Forecast Detail Report for FNL
2. Base year data source: FAA Form 5010.
3. Percentages of GA operations by aircraft by type were extrapolated using the percentages identified in the 2007 Fort Collins-Loveland Airport Master Plan.
4. National Based Aircraft Inventory

*Figure 2 – Aviation Activity Forecasts from 2020 Northern Colorado Regional Airport Master Plan*  
<https://www.flynoco.com/airport-commission/guiding-documents/master-plan/>

Construction of a new \$25 million, 20,000 sq. ft. multimodal passenger terminal is anticipated to be complete in the fall of 2024. This facility promises to greatly enhance the Airport's capacity and passenger experience.



*Figure 3 – New Airport Terminal Rendering*

### III. AVAILABLE DEVELOPMENT SITES

The Cities are accepting Expressions of Interest for three development sites.



Figure 4 – Available Development Sites

**Site B:** Vacant land located between Earhart Road, Lindbergh Drive, and Lear Drive. The Site covers approximately 372,775 square feet (8.56 acres).

**Site C:** Vacant site located west of the Centre Pointe Business Park and southwest of the new 3.5 million square foot Amazon fulfillment center. An Old Dominion freight transfer facility is planned to the north of the Site. <https://maps.cityofloveland.org/CDA/23-00083.pdf>. The Site covers approximately 855,913 square feet (19.65 acres).

**Site D:** Vacant land in the southwest area of the Airport. The Site is adjoined by private property to the west and the Northern Colorado Law Enforcement Training Center to the north. The Site covers approximately 1,168,877 square feet (26.83 acres).

#### **IV. EXISTING CONDITIONS**

**Site B:** Undeveloped grassland that is currently outside of the Airport perimeter fence. Utility infrastructure is readily available and there is a major utility corridor running along the east side of the Site. This property sits at the entrance of the Airport.



*Figure 5 – Site B Utilities*

**Site C:** Undeveloped grassland. In the spring of 2024, a regional 24-inch waterline will be installed along the north and east boundaries of the Site. Several 8-inch service connection points will be included in the Site C area. There is a sewer line running along the northern portion of the site. Other utilities will need to be extended from the northeast.

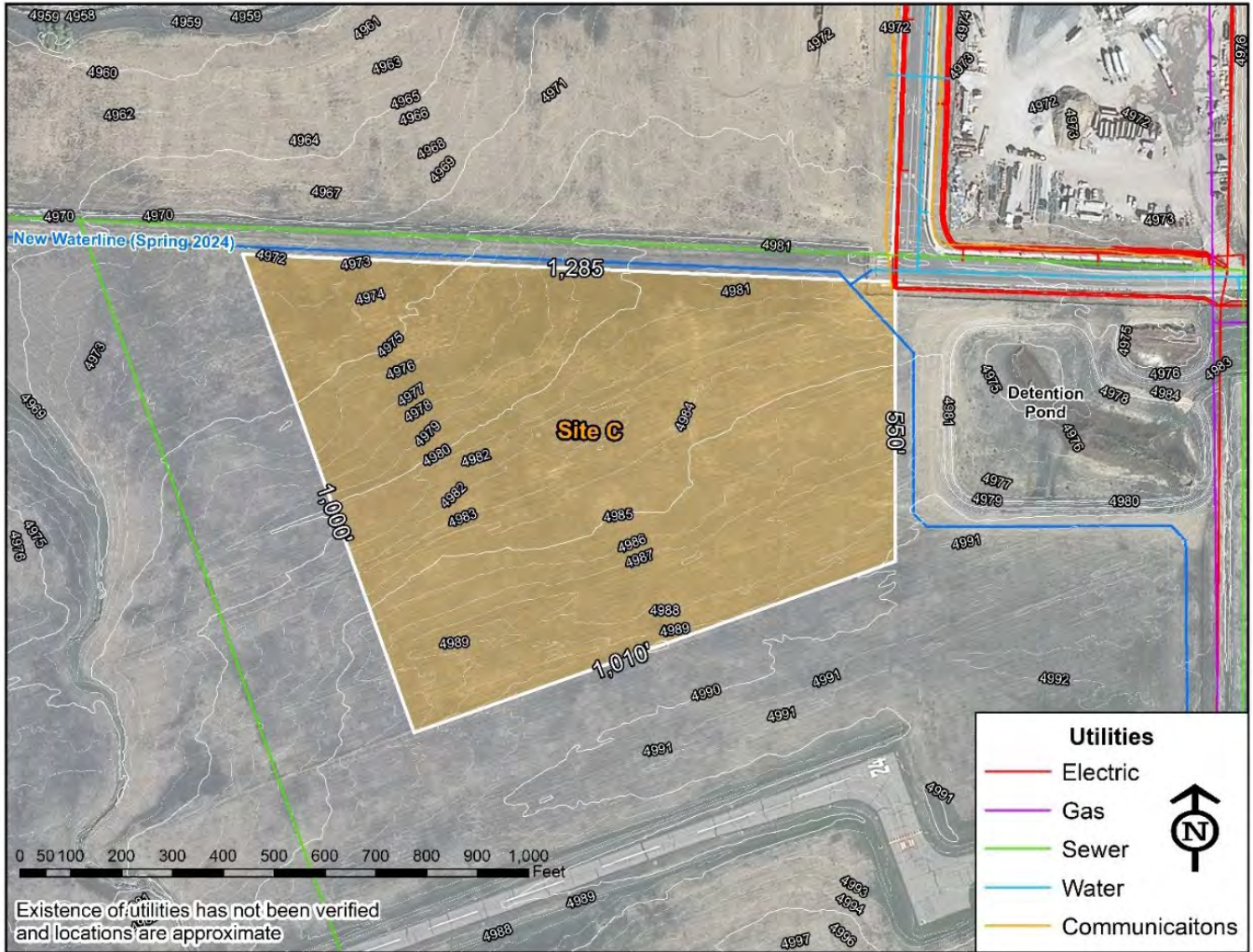


Figure 6 – Site C Utilities

**Site D:** Open grassland on the undeveloped west side of the Airport. An electric line runs along the southwest portion of the site, but no other utility infrastructure is present near the site. Access to Site D is severely restricted due to its remote location on the Airport and the presence of private property and a rail line to the west.



Figure 7 – Site D Utilities

## V. DESIGN CRITERIA

### All Sites:

1. All proposed improvements shall adhere to the Airport Land Use and Design Standards <https://www.flynoco.com/wp-content/uploads/2020/12/Airport-Land-Use-Design-Standards.pdf>.
2. Per 2021 International Building Code, which has been adopted by the City of Loveland, aircraft hangars shall have restrooms or unrestricted access to a shared restroom within 500 feet. [https://library.municode.com/co/loveland/codes/code\\_of\\_ordinances?nodeId=TIT15BUCO](https://library.municode.com/co/loveland/codes/code_of_ordinances?nodeId=TIT15BUCO).
3. All development shall conform to requirements contained in the currently adopted Loveland Municipal Code [https://library.municode.com/co/loveland/codes/code\\_of\\_ordinances?nodeId=LOCOMUCO](https://library.municode.com/co/loveland/codes/code_of_ordinances?nodeId=LOCOMUCO).

### Site B:

1. The Cities will consider EOIs that include aeronautical and/or non-aeronautical uses on Site B. Plans are underway (preliminary design is complete) for the future connection of Lindbergh Drive south to Rocky Mountain Avenue, establishing a new primary entrance to the Airport. Given the visibility of this site, and its prominent location as the gateway to the airport, a mix of aeronautical and non-aeronautical uses may be desirable and will be considered. Landscaping buffers along Lindbergh Dr and Earhart Rd and Airport monument signage should be considered and included in submitted site plans.

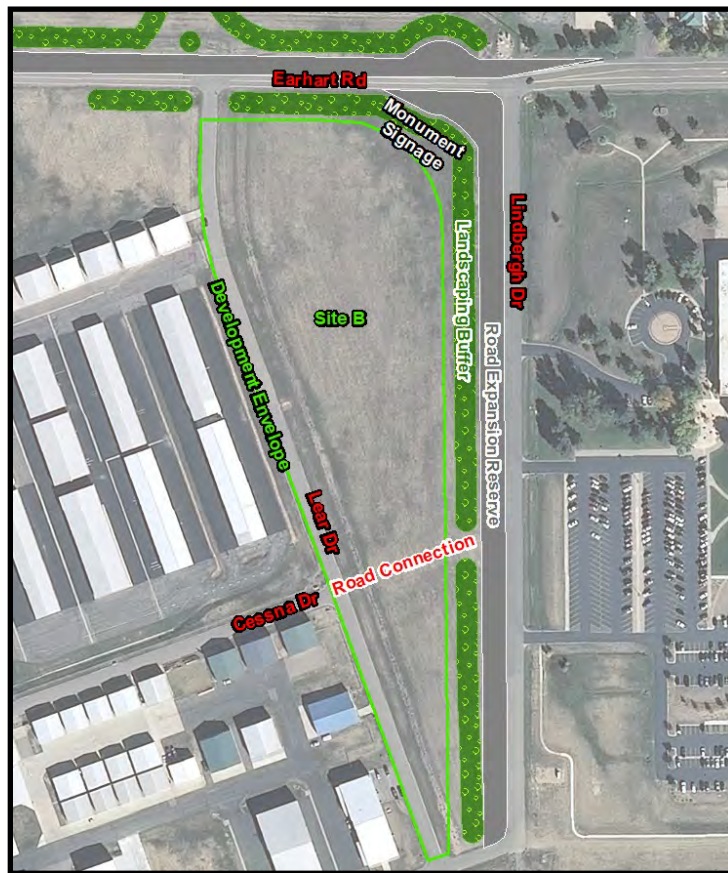


Figure 8 – Site B Setbacks and Buffers

2. The Airport Layout Plan ([AppendixG\\_MP2018.pdf \(flynoco.com\)](#), page17) depicts two rows of T-hangars and four medium sized box hangars in this area. The remainder of the area is classified as undefined aeronautical use. The Cities will not limit Submittals to this building layout and will consider layouts that suit the Respondent(s)' requirements. Hangar configurations may include T-hangar(s) and/or box hangar(s). Layouts shall make efficient use of the available parcel.
3. To accommodate aeronautical development, Lear Drive needs to be closed/removed in order for taxilanes to be constructed to the Site. Before Lear Drive is closed, Cessna Drive needs to be connected to Lindberg Drive to provide access to hangars and businesses west of the Site. EOIs that include aeronautical development shall include this road connection in the proposed site plan.
4. Approvals for non-aeronautical uses will be subject to additional Federal Aviation Administration (FAA) regulatory compliance and different Airport Lease terms. Obtaining these approvals is expected to be more complex and time-consuming.

**Site C:**

1. The Airport Land Use Plan ([AppendixG\\_MP2018.pdf \(flynoco.com\)](#), page17) depicts undefined aeronautical development in this area. Non-aeronautical uses will not be considered on the site. Hangar configurations may include T-hangar(s), box hangar(s), and/or open-air aircraft shelters in a layout that suits the Respondent(s) requirements. Layouts shall make efficient use of the available parcel.
2. The maximum building height at the south end of Site C is approximately 35 feet. Taller buildings can be accommodated to the north. Please refer to the Airport Airspace Plan – Conical Surface (Sheet No. 5) of the ALP for more information on maximum elevations of improvements. [https://www.flynoco.com/wp-content/uploads/2020/11/AppendixG\\_MP2018.pdf](https://www.flynoco.com/wp-content/uploads/2020/11/AppendixG_MP2018.pdf)

**Site D:**

1. The Airport Land Use Plan ([AppendixG\\_MP2018.pdf \(flynoco.com\)](#), page17) depicts undefined aeronautical/non-aeronautical uses on Site D. Hangar configurations may include T-hangar(s), box hangar(s), and/or open-air aircraft shelters in a layout that suits the Respondent(s) requirements. Non-aeronautical or mixed uses may be proposed. Layouts shall make efficient use of the available parcel.
2. Approvals for non-aeronautical uses will be subject to additional Federal Aviation Administration (FAA) regulatory compliance and different Airport Lease terms. Obtaining these approvals is expected to be more complex and time-consuming.

**VII. RESPONSIBILITIES AND OBLIGATIONS**

1. Upon approval and execution of a Lease Agreement with Airport Commission/Cities, the selected Respondent(s) will be responsible for all costs associated with due diligence, planning, design, development, construction, management and operation of the proposed improvements, including but not limited to, entitlements, environmental compliance, permit fees, utility charges, and all other project costs associated with the operation of the parcel improvements.
2. The selected Respondent(s) upon execution of a Lease, shall be responsible for all site grading, utility extensions to existing services, and stormwater improvements associated with the project.
3. The selected Respondent(s), upon execution of a Lease, shall be responsible for constructing the improvements in accordance with plans and specifications prepared by a professional architectural engineering firm, which shall be reviewed and approved in accordance with the site plan by City of Loveland Development Services. All necessary building and other permits must be obtained from the City of Loveland.

4. The successful Respondent(s), upon execution of a Lease, shall construct pavement connection(s) to the Airport's adjoining taxiways/taxilanes. The connecting connection(s) must adhere to the design standards contained in the most-current version of FAA Advisory Circular 15/5300-13B Airport Design. [https://www.faa.gov/documentLibrary/media/Advisory\\_Circular/150-5300-13B-Airport-Design.pdf](https://www.faa.gov/documentLibrary/media/Advisory_Circular/150-5300-13B-Airport-Design.pdf)
5. During construction and upon completion, the project shall ensure integrity of the Airport security fence and boundary to prevent unauthorized persons from entering the AOA.

## **VIII. LEASE TERMS**

1. The determination of the Lease term will be based on the type and level of investment. The standard Airport Lease is offered with a 25-year term ("Initial Term") with three 5-year extensions ("Extended Term(s)"). At the conclusion of the Extended Terms, ownership of all improvements shall revert to the Cities. If Lessee desires to continue occupying the Leased Premises after the expiration of all three Extended Terms, Lessee may request that the Cities negotiate a new Lease Agreement.
2. The 2024 lease rate for unimproved property (limited or no nearby infrastructure/utilities) is \$0.353 per square foot annually. The 2024 lease rate for improved property (adequate access to nearby infrastructure/utilities) is \$0.501 per square foot annually.

Incentivized lease rates may be considered based on the following factors:

- a. Total area of the Leased Premises
  - b. Exceptional levels of private investment
  - c. Catalyst projects that are likely to attract additional activity/development
  - d. Construction of offsite infrastructure/public improvements by the developer
  - e. Auxiliary Airport revenues from businesses associated with the development
3. The lease rate will include annual adjustments based on Consumer Price Index for all Urban Consumers (CPI\_U) U), All Items, for Denver-Aurora-Lakewood, CO as published by the Bureau of Labor Statistics of the United States Department of Labor, 1982-84 base = 100. There will also be a market adjustment approximately every 5 years based on a formal market study.
  4. The actual Leasehold Parcel shall be determined from the successful Respondent(s) approved site plan and shall include all exclusive-use space necessary to operate the facility. The Leasehold Parcel shall include all building(s), automobile parking areas, landscaped buffers and/or setbacks, aircraft parking aprons, and any exclusive-use taxilane(s) including the Taxilane Object Free Area described in FAA Advisory Circular 150/5300-13B. [https://www.faa.gov/documentLibrary/media/Advisory\\_Circular/150-5300-13B-Airport-Design.pdf](https://www.faa.gov/documentLibrary/media/Advisory_Circular/150-5300-13B-Airport-Design.pdf)
  5. The successful Respondent(s), upon execution of a Lease, shall be responsible for and shall pay for all maintenance and repair of the land, structures, utilities, and facilities located upon the Leasehold Parcel during the term of the subject Lease. The successful Respondent(s) shall be responsible for all grass cutting, landscaping, and routine cleaning of the Leased Premises.



## **IX. SUBMITTAL REQUIREMENTS**

Please submit your Expression of Interest addressing, at a minimum, each of the following items, in the order outlined below. Your PDF shall be one (1) single file only.

### **1. Letter of Interest**

- a. Include the name of the Respondent(s), address, telephone number, name of contact person, and the title of the REOI.
- b. Provide a description of the submitting Respondent(s)' current or planned legal status (i.e., Corporation, Partnership, Sole Proprietor, Joint Venture, etc.).
- c. Expression of interest in leasing Airport property for the development of aeronautical and/or non-aeronautical facilities.
- d. Identification of the type of development that the Respondent(s) has the capability to deliver, along with additional information that assists in highlighting and clarifying possible concepts, structures, funding that could benefit the Airport and its users.
- e. Letter must be signed by an individual who is authorized to certify, on behalf of the Respondent(s), that all statements in the Submittal are true and correct.

### **2. Submittal Details (see VI. Design Criteria for requirements)**

- a. Project Narrative: A written description of the uses and activities associated with the planned facilities, including number and type of aircraft, frequency of aircraft operations, and business activities, as applicable. The Project Narrative shall include:
  - i. Project Location: A written description and/or diagram identifying the desired location of the proposed Leasehold Area on one of the available development sites, including dimensions and total area encompassed by the development.
  - ii. Site Plan: An exhibit drawn to scale showing the locations of all proposed improvements, including structures, aprons, taxiways/taxilanes, driveways, parking, fences and walls, utilities (optional), and the location of all improvements that may occur in future phases.
  - iii. Development Plan and Schedule: A general design and construction schedule for the proposed development including any anticipated phasing considerations.
  - iv. Financing: A general description of how the development is to be financed, including infrastructure requirements

### **3. Additional Information**

- a. A profile of the individual/organization and description of legal structure, principal officers, and organizational structure.
- b. Experience financing, constructing, managing, and/or operating aircraft hangars or other facilities within the last ten years, with an emphasis on similar projects.

## **X. SUBMITTAL INSTRUCTIONS AND CONDITIONS**

1. All Submittals must be received at [bids@cityofloveland.org](mailto:bids@cityofloveland.org) before the date and time specified in the notice section above. Any Submittal arriving after the deadline will not be considered. Submittals sent to any other email address will NOT be forwarded or accepted. The electronic date and time on the email will determine if the Submittal was received before the prescribed time. Responsibility for timely Submittal and routing of Submittals prior to recording lies solely with the Respondent(s).
2. Please put the name of the REOI in the subject line of the email and name the attached Submittal: Name of REOI-company name.

3. Email responses to this request are limited to a maximum of 25 MB capacity. Your Submittal shall be one (1) single PDF file and not more than ten (10) pages in length; NO Zip files or online file shares allowed.
4. All prospective Respondents shall comply with the requirements, conditions, and specifications contained within this REOI. Failure to do so may result in rejection of the Submittal.
5. A representative of the submitting company who has contractual authority must sign the Submittal. Only one Submittal will be accepted from any one company serving as a prime Respondent. Sub-Respondents to the prime Respondent may be included in the Submittal of more than one firm.
6. All costs incurred to prepare the Submittal shall be the Respondent's responsibility and will not be reimbursed by the City.
7. In the event that it becomes necessary to provide additional clarifying data or information, or to revise any part of this REOI, revisions/amendments and/or supplements will be posted at <http://www.bidnetdirect.com/colorado>. The schedule in Section I includes the deadline for submission of questions and the expected date of responses from the Cities. It shall be the responsibility of the Respondents to monitor <http://www.bidnetdirect.com/colorado> for any such postings.
8. The name of the submitting individual or entity may be withheld upon request. All other information contained in the Submittals shall be considered public. Please do not include confidential or privileged information that should not be disclosed publicly.
9. The Cities reserve the right to reject any or all Submittals and waive any informalities therein and to accept or reject any portion of the Submittal if deemed to be in the best interest of the Cities to do so.
10. The issuance of this REOI does not constitute a commitment by the Cities to award a lease. The Cities reserve the right to engage in discussions with any of the respondents to this REOI to attain additional information and/or to negotiate a definitive lease.
11. Respondents shall not contact anyone other than Aaron Ehle at [aaron.ehle@cityofloveland.org](mailto:aaron.ehle@cityofloveland.org) regarding the REOI during the solicitation and selection process. Respondents who communicate with other City staff members, elected officials, or Airport Commission members regarding the REOI during the solicitation and selection process shall automatically be disqualified from consideration.

## XI. REVIEW AND NEXT STEPS

PDSC Review: Each Expression of Interest (EOI) will undergo review at the Airport's Planning and Development Subcommittee (PDSC) meeting scheduled for June 18th.

1. **Completeness of EOIs:** EOIs that meet all the requirements outlined in Section IV, "Submittal Requirements," will be considered complete. If an EOI is found to be incomplete, the respondent will receive a prompt notification.
2. **Scoring and Ranking:** The PDSC will not assign scores or ranks to the EOIs. However, they may offer comments or recommendations to the Airport Commission about potential next steps.

Airport Commission Review: The Airport Commission will review all complete EOIs, along with PDSC's comments and recommendations, at their meeting on June 27th.

1. **Potential Next Steps:** The Commission will decide on the best course of action for each subject site based on the reviewed EOIs.

Here are some possible scenarios, though not exhaustive, that the Commission might consider:

- a. **Non-Conflicting EOIs:** If an EOI meets all submittal requirements, aligns with Airport guiding documents, and doesn't conflict with other EOIs in terms of location, access, or business activities, the Commission may direct staff to engage in project planning and lease negotiations with the Respondent(s). However, successful lease negotiations are not guaranteed.
- b. **Collaborative Development:** If there are multiple complete EOIs for a single site that align with the Airport's guiding documents and can coexist or benefit from each other, the Commission may encourage Respondents to collaborate on a joint development plan.
- c. **Conflicting EOIs:** In cases where multiple EOIs conflict with each other, the Commission may issue one or more Requests for Proposal (RFP). Only respondents who meet the submittal requirements of the original REOI will be invited to participate in the subsequent RFP(s).

**Important Note:** This process is preliminary, and the Airport Commission reserves the right to take any action they deem appropriate or decide to take no further action at all.



**REQUEST FOR EXPRESSIONS OF INTEREST**  
**Airport Development Opportunity**  
**City Bid No. 2024-045**  
**ADDENDUM No. 1**  
**May 30, 2024**

To all prospective respondents to the REQUEST FOR EXPRESSIONS OF INTEREST for the **Airport Development Opportunity** at Northern Colorado Regional Airport (FNL), as outlined in the aforementioned Request for Expressions of Interest advertised in The Loveland Reporter Herald on April 20, 2024; and available via the Rocky Mountain E-Purchasing System at [www.bidnetdirect.com/colorado](http://www.bidnetdirect.com/colorado).

**I. General**

1. The prospective respondents are made aware that they must acknowledge receipt of all addenda within their submitted proposals. The Request for Expressions of Interest (REOI) documents and subsequent addenda will be made available through the Rocky Mountain E-Purchasing System website. It is the full responsibility of the prospective proposers to check Rocky Mountain E-Purchasing System website at [www.bidnetdirect.com/colorado](http://www.bidnetdirect.com/colorado) for all addenda.

**II. Questions from Prospective Proposers**

1. **Question:** I've been reviewing the requirements and noted on page 10 (#2) that 'aircraft hangars shall have restrooms or unrestricted access to a shared restroom within 500 feet'. I've searched the link to the code, as well as the land use code and cannot find this requirement anywhere. Can you help direct me to the code section so I can review it in more detail and ensure our submittal meets requirements?

**Response:** The following code is found in Chapter 29; Plumbing Systems:

*In occupancies other than covered and open mall buildings, the required public and employee toilet facilities shall be located not more than one story above or below the space required to be provided with toilet facilities, and the path of travel to such facilities shall not exceed a distance of 500 feet (152 m).*

**Exceptions:**

*1. The location and maximum distances of travel to required employee facilities in factory and industrial occupancies shall be permitted to exceed that required by this section, provided that the location and maximum distances of travel are approved.*

*2. The location and maximum distances of travel to required public and employee facilities in Group S occupancies shall be permitted to exceed that required by this section, provided that the location and maximum distances of travel are approved.*

We have discussed this with City of Loveland Plan Reviewers, and they have indicated that there may be some flexibility regarding the travel distance to a restroom. 24-hour access will be required.



2. **Question:** Have lots been established on the development sites?

**Response:** No, lots have not yet been created. Lease boundaries (lots) will be established by individual lease agreements.

3. **Question:** Will the Cities/Airport participate in infrastructure development?

**Response:** The near-term capacity of the Cities/Airport to finance infrastructure improvements supporting private development is highly constrained. Consequently, it should be assumed that all such improvements will be funded by the respondents. The Cities/Airport will consider offering incentivized lease terms to encourage the construction of public improvements. These may include offsite taxiways and taxilanes that serve multiple users, access roads benefiting multiple developments, and common-use restroom facilities.

4. **Question:** Can an aircraft wash be included in a proposed development?


**Response:** Yes, an aircraft wash may be approved, but must be in compliance with the Airport's Storm Water Management Plan (SWMP). All drainage must flow to an oil/water separator or other collection system approved pursuant to the Airport's SWMP.

## FW: EOI Proposal for Site B from Professional Aircraft Services, LLC.

Jack Hamill <Jack.Hamill@cityofloveland.org>

Thu 6/13/2024 2:39 PM

To: Aaron Ehle <Aaron.Ehle@cityofloveland.org>

 2 attachments (4 MB)

CCF\_000341.pdf; CCF\_000343.pdf;

Aaron,

This is the first of seven emails received for Airport Development Opportunity RFI.

Jack

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**From:** 1c152 Cecil <1c152@msn.com>

**Sent:** Thursday, June 13, 2024 11:56 AM

**To:** Bids <Bids@cityofloveland.org>; Aaron Ehle <Aaron.Ehle@cityofloveland.org>

**Subject:** [External] EOI Proposal for Site B from Professional Aircraft Services, LLC.

To Whom It May Concern:

My name is Terry Cecil, I am the current owner of Professional Aircraft Services, LLC, a general aviation maintenance company located within the Fort Collins-Loveland Jet Center at the Northern Colorado Regional Airport. We are a family-owned business and currently have 7 full time employees including myself and my wife Kelly Cecil as the owners and 5 part time employees. We have been in business here for 29 years serving the Northern Colorado Regional Airport and surrounding area. We are interested in the possibility of building a new facility here on the airport in the North/West corner of Site B at the intersection of Earhart Rd and Lear Dr. We feel that the location of Site B would work best for our business with good visibility as potential customers enter the Airport and the close proximity of aircraft hangars and main aircraft ramp access. Attached to this email are two conceptual drawings of a hangar facility for us to operate our business (PAS) and also incorporating some box hangars to be sold or leased to private owners as part of a Condo Association for the new facility. We are looking at different square footage options that will work for all interested parties. We would like to have the hangar space for future growth of our business and the Airport. We are excited to work with the City of Loveland and the Northern Colorado Regional Airport to make a bright future for our business (PAS) and continue the Airports progress as it grows with our aviation community. We are working with multiple interested parties to help with the financial investment, financing or ownership interests in the facility. Please let me know if there are any questions.

Thank you

Terry and Kelly Cecil /Owner's

Professional Aircraft Services, LLC.

4824 Earhart Rd.

Loveland, CO 80538

PH: 970-679-4633

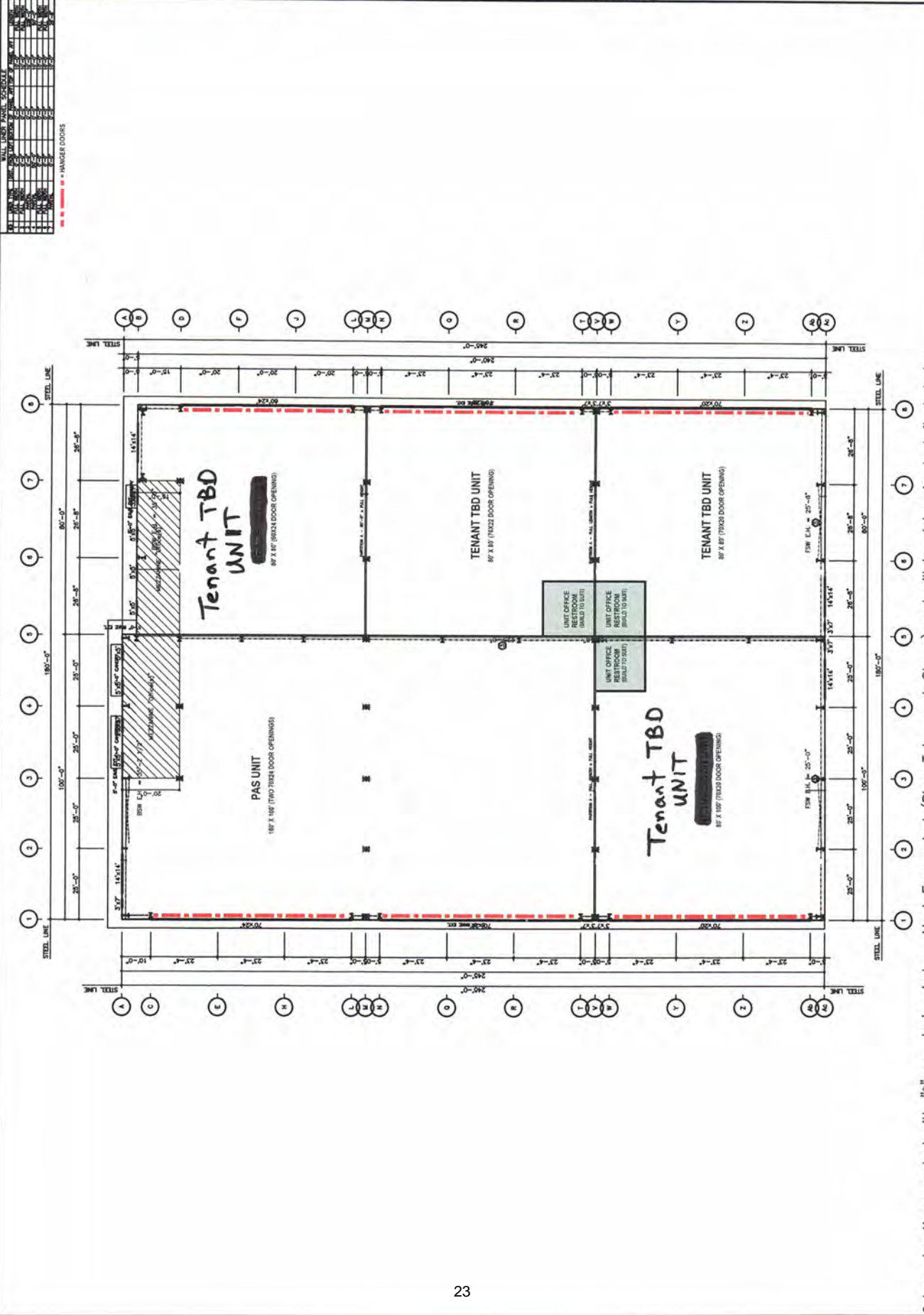
Email: [1c152@msn.com](mailto:1c152@msn.com) or [office@profairservice.com](mailto:office@profairservice.com)

Website: <https://profairservice.com/>

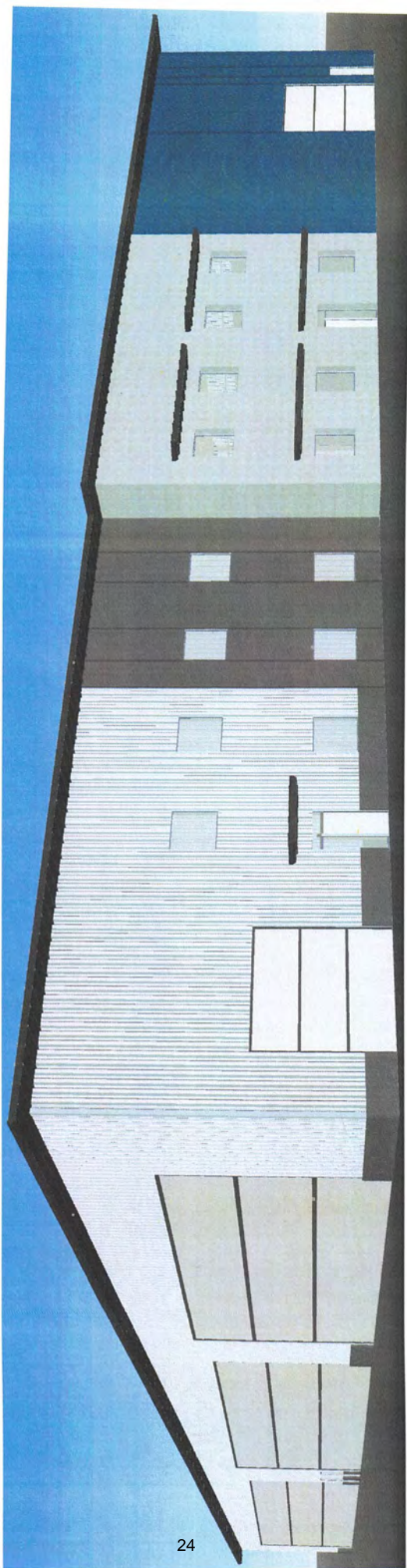


PROJECT NAME: PROFESSIONAL AIRCRAFT SERVICES 3.0A  
 CUSTOMER NAME: BIG JOHNSON CONSTRUCTION  
 LOVELAND, CO  
 FORT MORCUM, CO

DO NOT USE FOR FINAL CONSTRUCTION  
 SHEET TITLE: PRELIMINARY FLOOR PLAN  
 SHEET NUMBER: FP1  
 QUOTE NUMBER: N1H-23294  
 DATE: 6/7/2024 7:01 PM

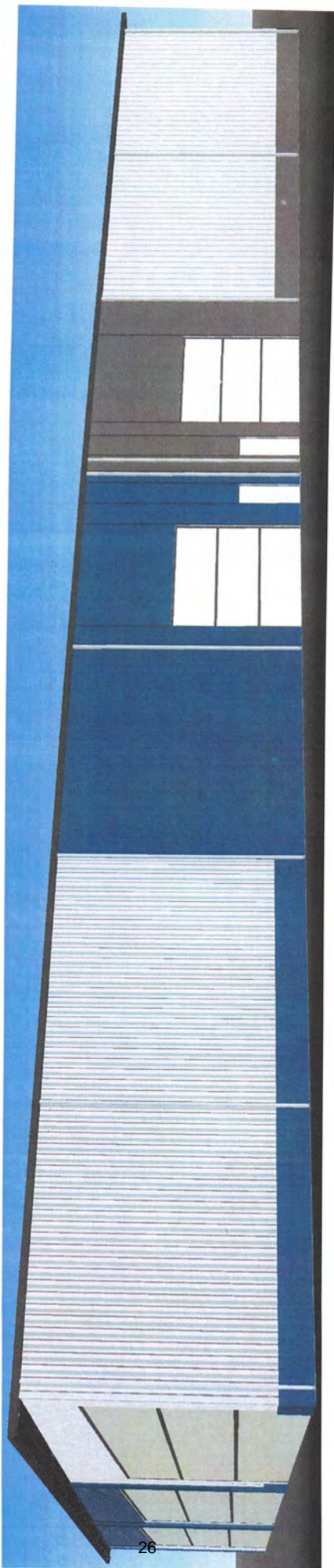


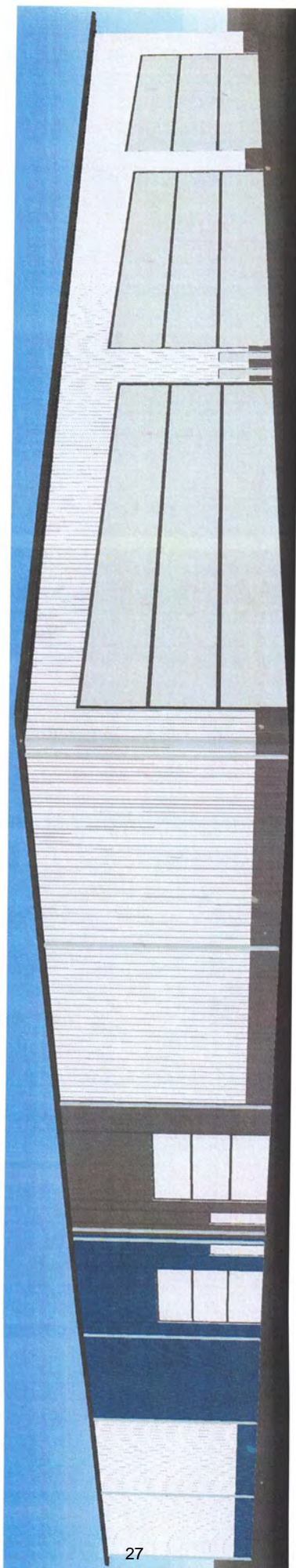
Column locations marked with "A" are designated as Most Economical (Pipe, Tube, or I-Shape) and will be determined at final design.











# REQUEST FOR EXPRESSIONS OF INTEREST

NORTHERN COLORADO REGIONAL AIRPORT DEVELOPMENT OPPORTUNITY  
SOLICITATION NUMBER | 2024-045  
ADDENDUM #1 | 05.31.2024

Prepared for:

**CITY OF LOVELAND & FORT COLLINS**  
ATTN: Aaron Ehle

Submitted by:



**SCION AVIATION, LLC**  
3693 E County Rd 30  
Fort Collins, CO 80528



**CENTURY HELICOPTERS, INC.**  
2001 Airway Ave.  
Fort Collins, CO 80524



**DOUB BTS**  
25528 Genesee Trail Rd.  
Golden, CO 80401



**LEAR EARHART  
HANGAR ASSOCIATION**  
3111 Meadowbrook Pl.  
Dacono, CO 80514



# LETTER OF INTEREST

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We are pleased to submit this expression of interest for a joint venture involving Scion Aviation, Century Helicopters, Doud BTS, and the Stephen Hayne Group. Our consortium is eager to participate in the development of site "C" at your airport.

We propose leasing airport property to establish specialized aeronautical facilities. These facilities will be dedicated to commercial rotary and fixed-wing aircraft maintenance, manufacturing, and storage. Additionally, our plan includes the establishment of dedicated EAA hangars and facility.

In this project, Stephen Hayne will introduce much-needed T-hangar and box hangar storage facilities available to the public. Century Helicopters plans to construct two facilities: a 30,000 square foot hangar and office, along with a second 12,000 square foot hangar dedicated to rotary and fixed-wing maintenance. Doud BTS will provide a 12,000 square foot hangar for storage and maintenance of helicopters for UC Health Medical Center of the Rockies.

Scion Aviation will develop multiple hangars, facilitating the expansion of their rotary and fixed-wing manufacturing operations, as well as providing additional storage for aircraft.

Additionally, with the support of the community, we plan to construct an EAA hangar for community activities and events. This building will include two T-hangars, three larger hangars for maintenance and storage, as well as banquet space and conference rooms.

Our goal is for this facility to serve as a hub for community engagement, raising awareness about aviation and the numerous offerings of the airport. We believe this initiative will foster stronger connections between the aviation community and the general public.

We look forward to the opportunity to collaborate on this exciting project and to contribute to the growth and development of your airport.

Partners:

Scion Aviation | 3693 E County Rd 30, Fort Collins, CO 80528 | Jim Sampson (970)-218-2101

Century Helicopters | 2001 Airway Ave, Fort Collins, CO 80524 | Philip Glasgow (970)-219-8214

Doud BTS | 25528 Genesee Trail Rd. Golden, CO 80401 | Knox Taylor (703)-656-6220

Stephen Hayne Group | (970)-413-2118

  
Jim Sampson,  
CEO Scion Aviation

# PROJECT NARRATIVE

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This is a proposal for Site "C", located in the northeast portion of the airport. The intent for this property is to develop a mix of hangar space and office space to support these uses. It is anticipated that the site will develop from east to west and includes a mix of office and hangar space to support maintenance, storage of aircraft, educational programs and manufacturing space. This project is envisioned to be constructed in two phases.

**Phase1:**

Century Helicopters will construct the first two buildings located adjacent to Rickenbacker Road and Rockwell Avenue. They will build a 30,000 sq. ft. hangar, in order to relocate their main operations from the old Fort Collins airport. In addition, they will construct a smaller 12,000 sq. ft. hangar for overflow operations and storage. Their primary operations involve commercial general maintenance on PT. 27 & 23 aircraft. Additionally, they specialize in outfitting aircraft with special equipment and modifications for federal agencies, such as the FBI, Coast Guard, Border Patrol, and others. To the south of their primary hangar, there will be an extended tarmac area for simple track and balance maintenance for helicopters.

West of the Century Helicopter buildings, DOUD BTS will erect a 12,000 sq. ft. hangar on behalf of Reach. This hangar will provide general maintenance for an average of 2-3 PT. 27 aircraft, with services extending across three to five states. Additionally, they will offer pilot training and qualification programs. The helicopters maintained and stored in this facility will primarily support nearby hospitals, such as UC Health of the Rockies

The EAA hangar will feature a main building of 9,250 sq. ft. This structure will include three hangars for aircraft storage and maintenance, along with meeting lounges and a banquet room. The primary purpose of this building is to provide a venue for the aviation community to host events and engage in social activities. It will also serve as an outreach center to educate the general public about aviation, aiming to foster a better relationship between the airport and the community.

Two additional 9,250 sq. ft. T-hangar buildings will be constructed for aircraft storage and to provide space for individuals to build and maintain personal aircraft. These hangars aim to offer a supportive environment where people can receive assistance and education on their projects.

The EAA facility will be operated by volunteers and will organize events such as airshows, fly-ins, rallies, and educational programs.

West of The EAA facility, Scion Aviation will have a 12,000 sq. ft. hangar which will be used to expand their manufacturing and office spaces. This hangar will be shared by both Scion Aviation and Scion Helicopters. The facility will focus on the manufacturing and assembly of PT. 27 and PT. 23 aircraft. The expanded office spaces will allow the company to expand their employee base as well.

Lear Earhart Hangar Association will be constructing a series of simple T-hangars and box hangars available for lease. These facilities will cater to individuals needing space to store and perform maintenance on their personal aircraft. Many of these structures will be smaller than 12,000 sq. ft.

The operations area will be paved, including a taxi lane to provide access from the hangars to the taxiway. Security fencing and designated badge-in gates, per TSA security standards, will be used to separate the public portion of the structures (typically office space) from the secured portion of the airport. Employee and public parking will be located north of the security fence.

# PROJECT NARRATIVE

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As this is a joint venture, each party will be responsible for the erection of their respective facilities and lease agreements. However, there will be collaboration on major construction aspects such as earthwork, utilities, asphalt, concrete, and fire access.

A new 24" water line and an existing sewer line are located near the northern boundary of Site C. An 8" water loop line is proposed to run adjacent to the buildings and parallel to the existing 24" line, pending coordination and approval with the water district. The gas, electric, and stormwater infrastructure will be extended from the corner of Rockwell Avenue and Rickenbacker Road to the west side of the site. This will allow the gas and electric companies to loop the lines back to CR30 through an existing utility easement, located on the Scion Aviation's property. Additionally, stormwater drainage will be directed into the existing detention area on airport property.

There is an existing access easement located in the northwest portion of the Scion Aviation property. The extension of the road, via this access easement, will provide secondary fire access to Site C.

## Phase 2:

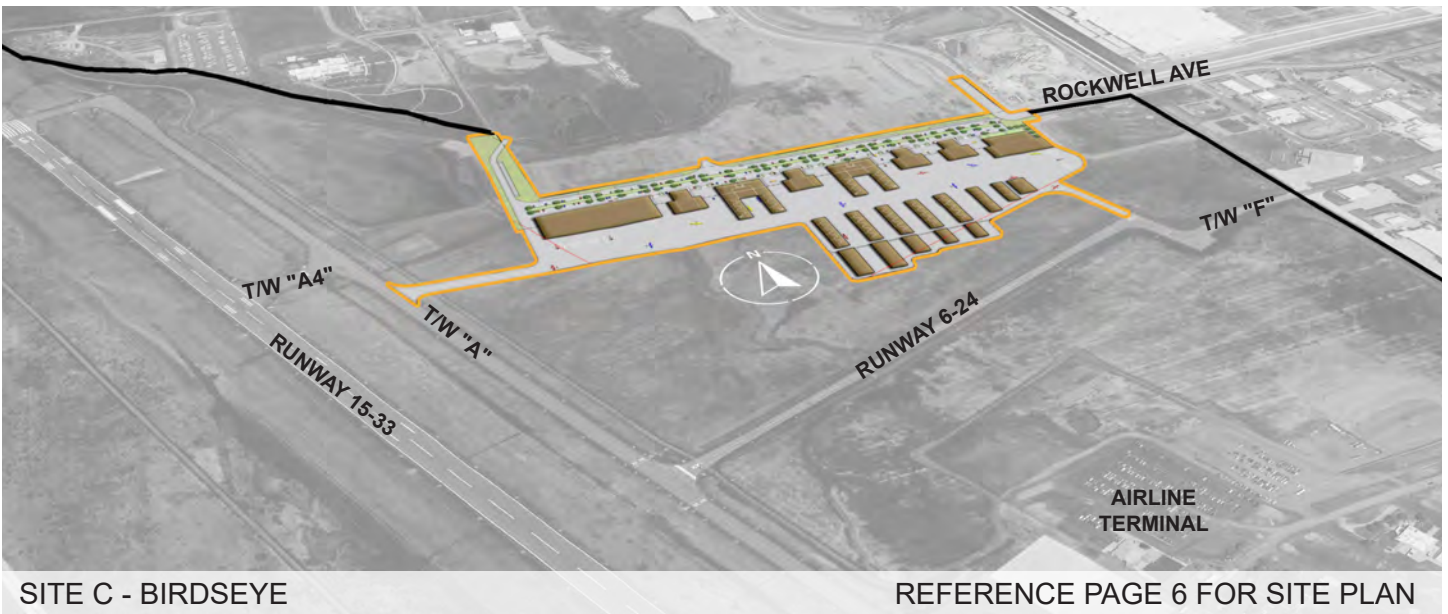
Phase 2 includes the construction of two hangars for Scion Aviation, one 12,000 sq. ft. and the other 30,000 sq. ft. Scion is composed of two divisions: Scion Aviation and Scion Helicopters. The hangars will support both divisions of the company. Scion Aviation focuses on fixed-wing aircraft modifications and assembly, along with drone manufacturing, for which they hold contracts with the US Military. Scion Helicopters will concentrate on small helicopter chassis, modifications, bodywork, and assembly. The development of these hangars will provide necessary space for expansion of the company and the ability to increase the employee base in Loveland.

An existing access easement is located in the northwest portion of Site C, which will allow for a secondary access connection to the site. This road will ensure the safe passage of manufactured parts, supplies, and aircraft. A security gate will be installed on this road to meet TSA security standards, securing both the airport property and Scion Aviation property from the public. Additionally, a Knox Box will be installed to maintain emergency access to the site.

Additionally, a small grass runway will be created on the north margin of runway 6/24 for use by small aircraft, providing a landing area that is more forgiving on bush type tires and ultralight type aircraft. This runway will be maintained by the volunteers of the EAA and other associated groups.

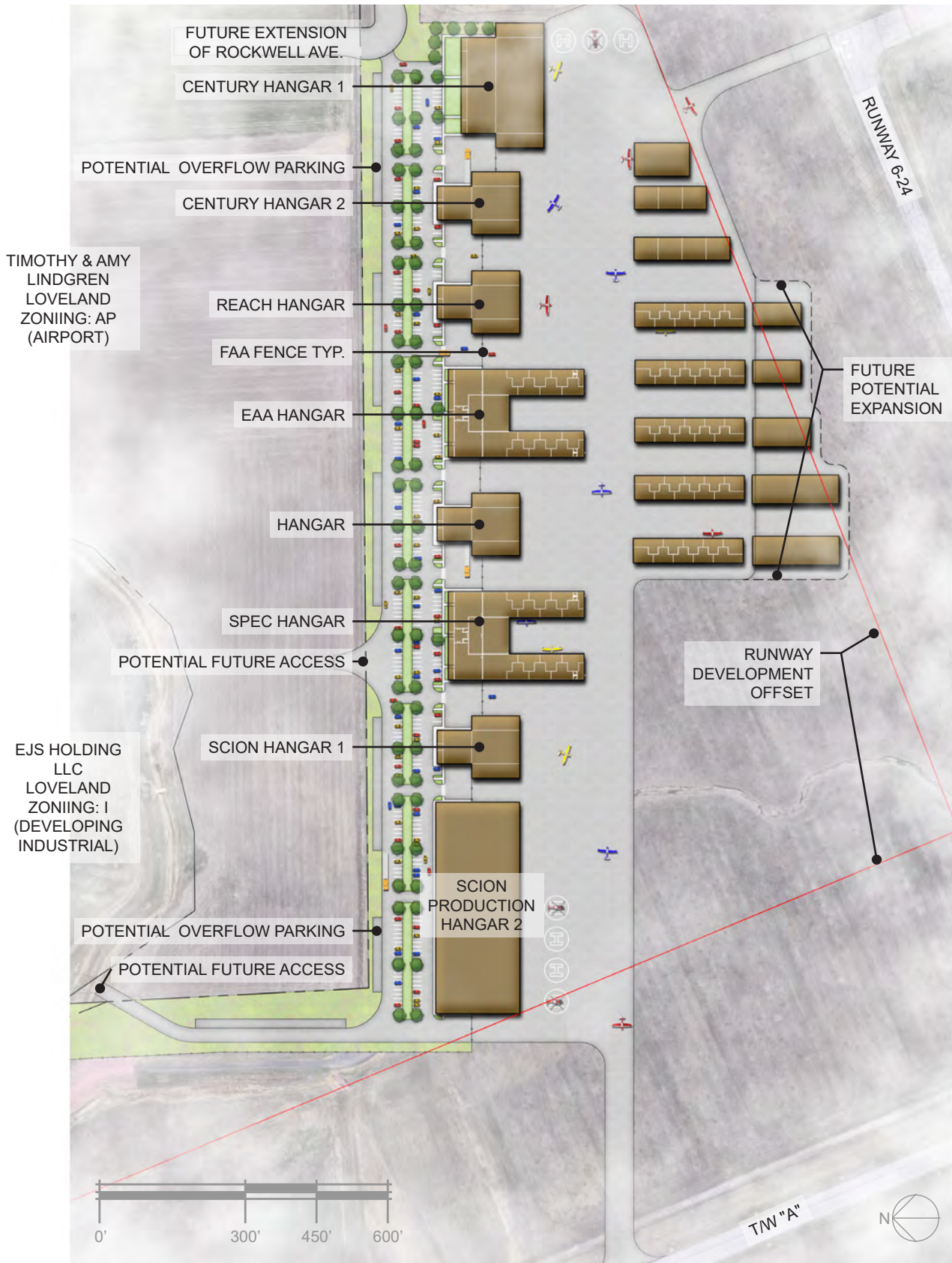


# PROJECT LOCATION





# SITE PLAN



# FINANCING

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This joint venture will be structured financially to ensure clarity and equity among the participating parties. Each leaseholder will bear the full responsibility for financing the construction of their individual facilities. This includes securing funds for their specific buildings, whether through personal capital, construction loans, or other financing means from their respective banks. The leaseholders will manage and oversee the erection of their facilities, ensuring that each building meets the necessary standards and specifications. However, the costs associated with the major infrastructure required to complete the overall project will be evenly distributed among the five participating parties. This shared infrastructure includes several critical components essential for the project's success:

- 1. Earthwork:** The initial preparation of the land, including grading, excavation, and leveling, to ensure a solid foundation for all structures.
- 2. Water Infrastructure:** Installation of water lines, including a proposed 8" loop line in front of the northern buildings, to provide water meters and fire risers.
- 3. Gas Infrastructure:** Extension of gas lines from the corner of Rockwell Avenue and Rickenbacker Road to the far west side of Phase 2, ensuring a reliable gas supply for all facilities.
- 4. Electric Infrastructure:** Extension of electric lines from the same corner to support the power needs of all new buildings.
- 5. Stormwater Management:** Implementation of stormwater drainage systems to direct water into the existing retention area on airport property, preventing flooding and ensuring proper water management.
- 6. Asphalt Paving:** Paving of roads, taxi lanes, and access routes to ensure smooth and durable surfaces for vehicular and aircraft movement.
- 7. Curb and Gutter:** Installation of curbs and gutters to manage runoff and protect the paved surfaces.
- 8. Fencing and Security Gates:** Construction of security fences and gates to meet TSA standards, ensuring the safety and security of the airport property and individual facilities.

By distributing these costs evenly, the joint venture ensures that each party contributes fairly to the shared infrastructure that benefits all participants. This collaborative approach also helps in streamlining the project timeline and reducing individual financial burdens.

The financing of these infrastructure components will involve a combination of methods, including pooling of resources, coordinated loans, and potentially shared investment agreements. Each party will be responsible for securing their share of the funding, whether through their financial reserves, construction loans from banks, or other financial instruments.

This structured financial approach not only promotes fairness and cooperation among the leaseholders but also ensures that the project's infrastructure is robust, well-planned, and capable of supporting the diverse range of activities envisioned for this development.

# COMPANY PROFILES & EXPERIENCE

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## SCION AVIATION, LLC

3693 E County Road 30  
Fort Collins, CO 80528

**About Us:** Scion Aviation provides custom solutions for advanced composite manufacturing needs within the Aerospace markets. Ranging from small drone parts and assemblies, to full-sized aircraft, we can do it! When quality matters, Scion is here. With State-of-the-Art machinery and equipment paired with decades of knowledge and expertise, Scion provides an experience that is a step above our competitors. Scion Aviation provides tooling, structural components and assemblies to meet customer specifications. Scion is a strategic partner, as we recognize what qualities and parameters are necessary to achieve effective manufacturing efficiency. We work closely with our customers to achieve both desired quality and performance. We pride ourselves on our customer service and communication with our clients to ensure that the end product meets requirements and needs.

**Officer:** Jim Sampson

**Experience:** Officer-Jim Sampson, CEO, started Scion in 1994 out of a desire to improve fit and finish in composite structures. He has spent the last 30+ years developing solutions and efficiencies for composite manufacturing.



## CENTURY HELICOPTERS, INC.

Century Helicopters, Inc.

2001 Airway Ave.  
Fort Collins, CO 80524

**About Us:** Century Helicopters, Inc. represents Bell Helicopter Textron and Robinson Helicopter as a factory authorized service center. The company is responsible for providing factory warranty work and support to customers with these types of aircraft. To obtain a service center relationship, the company must show consistent quality and performance, maintain a minimum inventory of parts, keep technicians trained as new methods and aircraft come to market, as well as be an approved FAA repair station (FAA #PN5R125N).

**Officer:** Philip Glosgow

**Experience:** Century provides a wide range of services for aircraft owners and operators. These services include:

- Aircraft Inspection / Maintenance
- Parts Sales
- Aircraft Repair
- Component Overhaul
- New Aircraft Completion
- Aircraft Refurbishment
- Avionics Installation and Repair
- Airframe Accessory Installation and Repair
- Custom Installation
- Aircraft Recovery
- Aircraft Fuel and Storage



# COMPANY PROFILES & EXPERIENCE

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**DOUD BTS**  
25528 Genesee Trail Rd.  
Golden, CO 80401

**About Us:** Doud BTS, Inc. is a full-service build-to-suit and lease-back specialist that has been based in Golden, CO for the past 25 years. The company has developed and leased over 6,000,000 square feet of commercial property across a variety of industries in 37 U.S. states. We currently own and manage in excess of 1,000,000 square feet in 20 different states.

**Structure:** Doud BTS, Inc. is a single-shareholder S-corp owned by Ben Doud and the company will act as its own General Contractor for this project. Mr. Doud will be the Managing Member for a separate LLC that will be established to hold this property.

**Officer:** Knox Taylor

**Experience:** The facility planned under this proposal will be leased to Global Medical Response, Inc. (GMR) the parent company of REACH Air Medical Services, the aircraft operator at FNL. Based in Lewisville, TX, GMR provides ground and air emergency medical services and air and ground interfacility transportation around the world. GMR employs over 37,000 people with a ground fleet of over 8,000 vehicles, 375 rotary wing aircraft, and 123 fixed-wing aircraft.

Doud BTS built a 33,000 square foot combined hangar and training facility for GMR in the Dallas-Ft Worth Metroplex in 2019 which included 10,000 square feet of hangar space, full-motion aircraft simulators, as well as office and classroom facilities. In 2024 Doud BTS began construction on an additional 30,000 square foot facility at the same location. In addition, Doud BTS has two more GMR facilities planned in other U.S. states.



**LEAR EARHART  
HANGAR ASSOCIATION**  
3111 Meadowbrook Pl.  
Dacono, CO 80514

**About Us:** The Lear Earhart Hangar Association is a group of pilots and airplane owners interested in helping resolve the need for affordable airplane storage at Northern Colorado Regional Airport(NOCO).As local pilots, we have along-term, vested interest in the success of the airport-we want it to thrive. We are committed to being as “green” as possible and will explore both geothermal and solar to reduce the climate footprint of the development.

**Officer:** Stephen Hayne | Buster Downey | Emarit Ranu

**Experience:** Association members were involved in the build of the most recent T-hangar complex (Fort-Love Hangar Association) and served on their board extensively. We are very familiar with the airport, lease and build process.





**DOUD  
BTS,  
INC.**

**25528 GENESEE TRAIL ROAD  
GOLDEN, COLORADO 80401  
(303) 462-3604 TEL  
(303) 462-3739 FAX**

10 June 2024

Northern Colorado Regional Airport Commission  
Attn: Aaron Ehle  
4900 Earhart Rd. Loveland, CO 80538

Re: Expression of Interest in an Airport Development Opportunity per Solicitation #2024-045

Dear Sir or Madam,

Doud BTS, Inc. is pleased to submit the following proposal for the development a 12,000 square foot aircraft hangar on a 1.5-acre tract within Site C at the Northern Colorado Regional Airport for the use of REACH Air Medical Services, a Global Medical Response, Inc. (GMR) company that currently operates 8 emergency medical evacuation aircraft serving the residents of Colorado.

The proposed development includes an aircraft hangar facility which will be used to house and maintain the H125 Airbus helicopter that REACH Air currently operates from FNL in support of UC Health providing a critical capability for the local community. The facility will also be used to support the maintenance of 7 other helicopters that serve other communities across Colorado and Wyoming.

GMR is a worldwide leader in the areas of emergency medical evacuation and patient relocation. Expanding their operations at the Northern Colorado Regional Airport will enhance access to these critical life-saving services for the residents of Colorado as our region continues to grow. Please see below for the additional details requested under section IX of the REOI.

We look forward to the opportunity to contribute to the continued success and growth of the Northern Colorado Regional Airport.

Sincerely,

Ben R. Doud  
Doud BTS, Inc.

## **Appendix A: Respondent information:**

Founded and owned by Ben R. Doud, Doud BTS, Inc. is a full-service build-to-suit and lease-back specialist that has been based in Golden, CO for the past 25 years. In that time, the company has developed and leased over 6,000,000 square feet of commercial property across a variety of industries in 37 U.S. states. We currently own and manage in excess of 1,000,000 square feet in 20 different states. In addition to our extensive experience building for clients in the oil and gas industry, Doud BTS has constructed retail stores, hotels, office buildings, high-security facilities for the federal government, and other airport facilities that are subject to FAA regulation and permitting requirements.

Doud BTS, Inc. is a single-shareholder S-corp owned by Ben Doud and the company will act as its own General Contractor for this project. Mr. Doud will be the Managing Member for a separate LLC that will be established to hold this property.

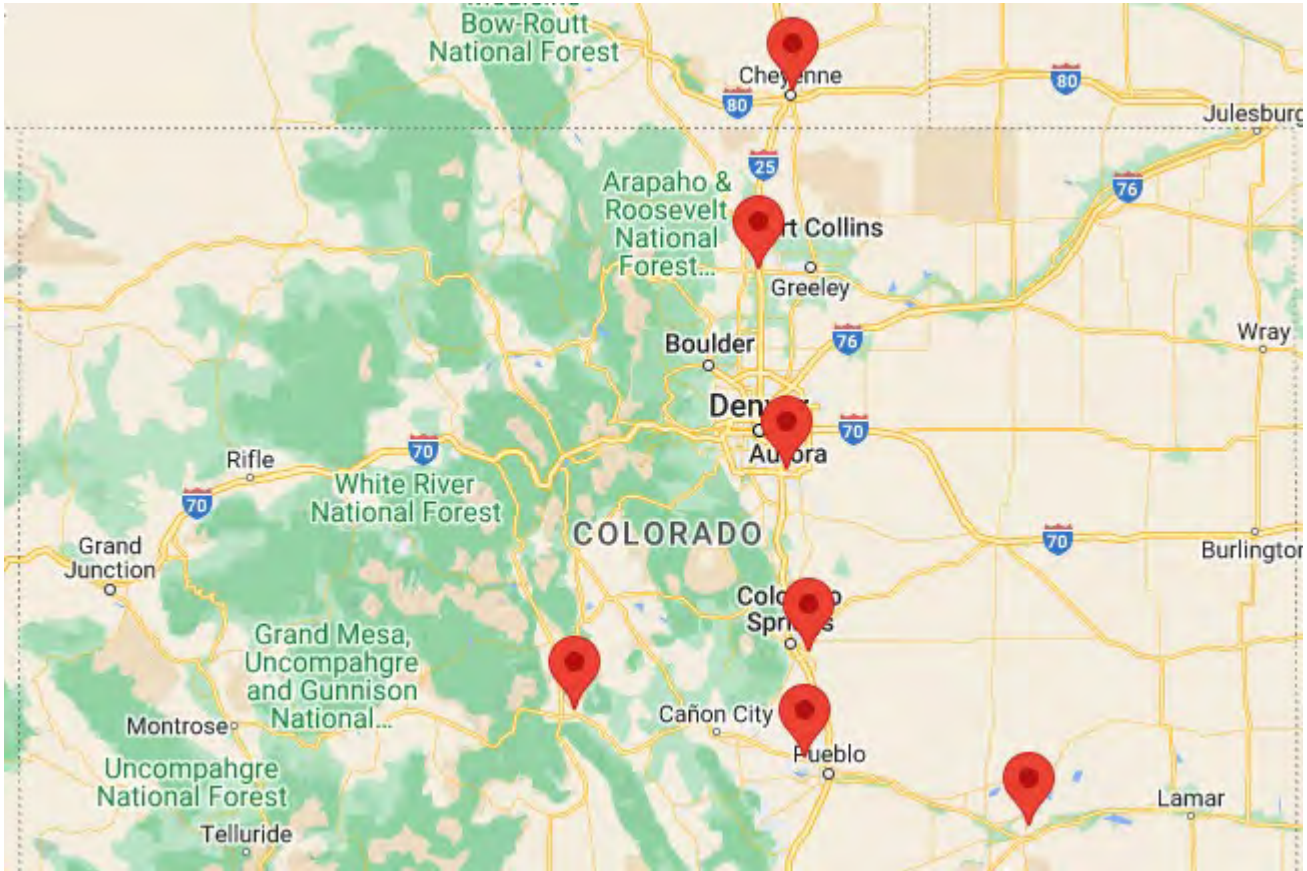
The facility planned under this proposal will be leased to Global Medical Response, Inc. (GMR) the parent company of REACH Air Medical Services, the aircraft operator at FNL. Based in Lewisville, TX, GMR provides ground and air emergency medical services and air and ground interfacility transportation around the world. GMR employs over 37,000 people with a ground fleet of over 8,000 vehicles, 375 rotary wing aircraft, and 123 fixed-wing aircraft.

In 2019, Doud BTS built a 33,000 square foot combined hangar and training facility for GMR in the Dallas-Ft Worth Metroplex. This facility included 10,000 square feet of hangar space, full-motion aircraft simulators, as well as office and classroom facilities. Based on the success of that facility and GMR's continued growth, in 2024 Doud BTS began construction on an additional facility at the same location with over 30,000 square feet of space between the aircraft hangar and a second training facility. In addition to this proposed project at the Northern Colorado Regional Airport, Doud BTS has two more GMR facilities planned in other U.S. states.

Doud BTS, Inc. has a long track record of successful construction and development projects of this type, as well as recent experience building on airport property and in compliance with FAA regulations, as noted above.

For specific questions about this proposal, please contact one of the following individuals:

- Knox Taylor, Project Manager, [knox@doubts.com](mailto:knox@doubts.com), 703-656-6220 (mobile)
- Shannon Giblock, Chief of Operations, [shannon@doubts.com](mailto:shannon@doubts.com),
- Theresa Anderson, Chief Finance Officer, [theresa@doubts.com](mailto:theresa@doubts.com),



*REACH Air Medical Services helicopters based in Colorado and Wyoming.*

## H125

The H125 helicopter, also known as the AStar AS350, is a single-engine aircraft with stellar performance. It's an American made machine with enhanced maneuverability and performance. It provides exceptional visibility and can maintain its performance from sea level all the way up to 9,000 feet. Its average cruising speed is 135 mph and has a maximum range of about 345 miles.

The H125 is perfect for air medical transports because of the low vibration levels in the cabin and its four-passenger capacity.



## **Appendix B: Project description:**

**The Project:** This planned facility, provisionally dubbed “REACH Air – Loveland,” will consist of an aircraft hangar that is nominally 12,000 square feet measuring 100’ x 120’ situated on a 1.5 acre tract within Site C. The building will serve as a maintenance hangar for the REACH Air H-125 Airbus helicopter that currently operates from FNL and which serves the UC Health Medical Center of the Rockies in Loveland, CO. In addition, this hangar will also serve as the regional maintenance facility for 7 other REACH Air helicopters based in Englewood, Colorado Springs, Pueblo, Salida, and La Junta, CO, as well as one aircraft in Cheyenne, WY. This dedicated facility will reduce aircraft downtime and greatly improve REACH Air’s medevac capabilities in the region.

**Location:** As depicted in the attached drawings, Doud BTS proposes to site this facility on a 1.5 acre tract in the southeast corner of Site C. The proposed tract nominally measures 335’ x 221’. Doud BTS is ready to break ground and begin construction as soon as the necessary approvals are obtained and the location of this selected site will enable us to complete construction on the shortest possible timeline. In addition, the selected site provides REACH Air with preferable approach and departure routes for its helicopters. That said, depending on other proposed plans for the development of Site C, the REACH Air hangar could be built in any number of locations on that property and Doud BTS is prepared to collaborate with the airport management and other developers to ensure all stakeholders are satisfied with the result.

**Site Plan:** This site would include a south-facing hangar, two helicopter pads, a taxiway connecting the site to the east end of Runway 6/24, and a 315’ north-south road between the facility and the intersection of Rickenbacker Rd and Rockwell Ave, at the northeast corner of Site C. The building will contain two separate bathrooms and office space which could accommodate up to eight REACH Air personnel. The majority of the area around this hangar will be paved to facilitate aircraft and vehicle movement. It also includes dedicated parking for 8 vehicles on the north side of the hangar.

**Development Plan and Schedule:** Doud BTS is prepared to break ground and begin construction immediately, pending approval and permitting from the Airport Commission, the City of Loveland, and the FAA. Following receipt of the necessary permits, construction can be completed and the site can be ready for operation within 180 days.

**Financing:** Construction costs for this project will be funded with company resources and are projected at approximately \$2,200,000.00. This represents less than 10% of the Doud BTS, Inc. annual construction budget.

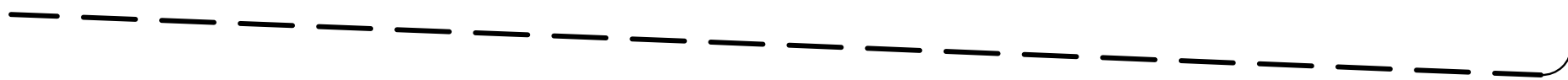
**Joint development:** The quickest path to completion of this project will be development of a stand-alone facility by Doud BTS. That said, our plans could also be integrated with a larger effort to fully develop Site C and we are prepared to collaborate with other developers, should their financing and construction timelines align with ours.



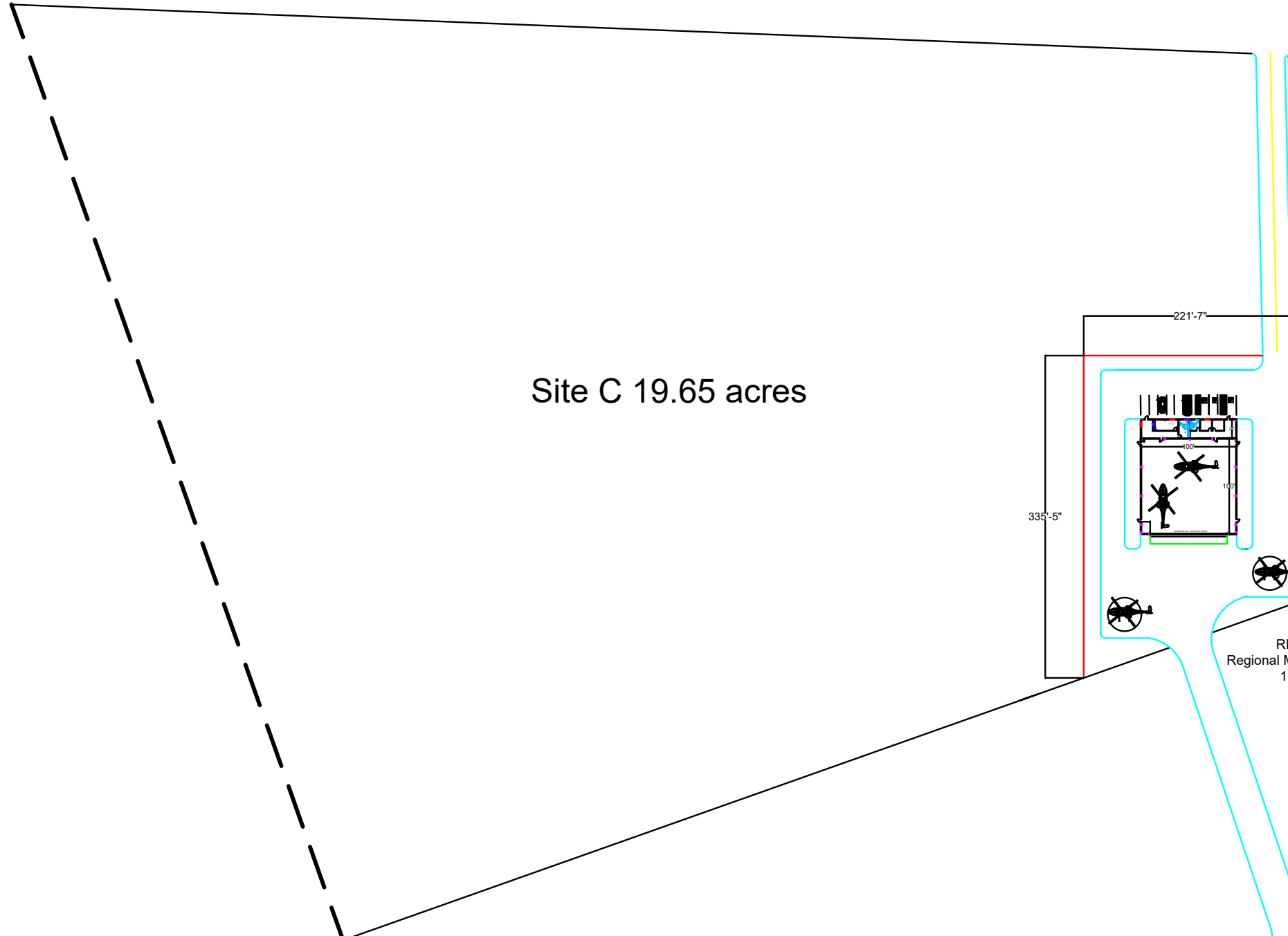
**Appendix C: Site Plan and Building Layout**







Site C 19.65 acres



REACH Air  
Regional Maintenance Facility  
1.5 acres



General Notes  
ALL DIMENSIONS ARE APPROXIMATE  
ALL COLUMN LOCATIONS ARE APPROXIMATE  
ALL LOCKERS AND FURNITURE TENANT SUPPLIED

NOT FOR CONSTRUCTION

No.	Revision/Issue	Date
	1	

GMR / REACH Air  
Northern Colorado  
Regional Airport  
Loveland, CO



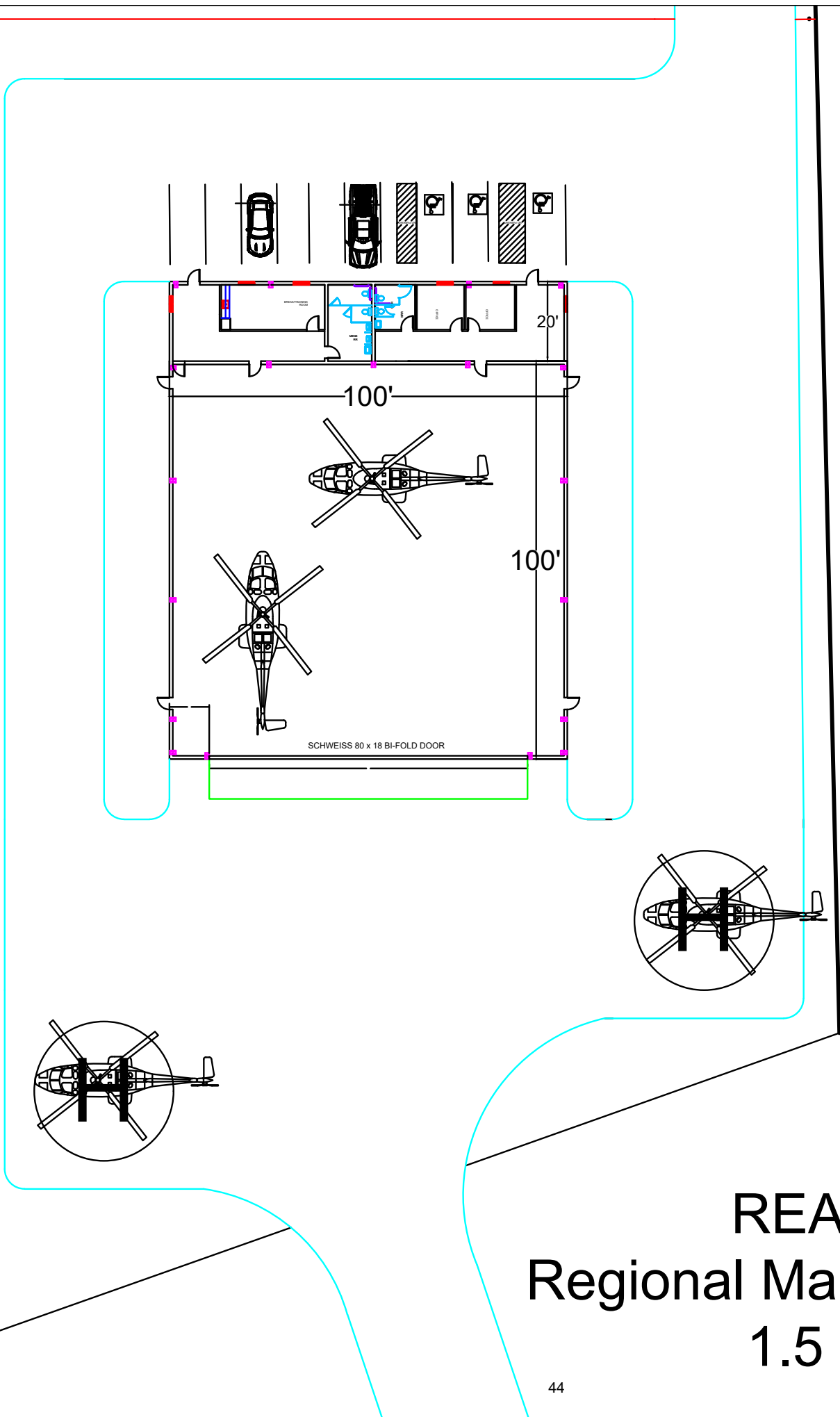
25528 GENESEE TRAIL  
GOLDEN, CO 80401  
303-462-3804 TEL  
303-462-3739 FAX

KNOX TAYLOR

Date: 5/14/2024

Scale: DO NOT SCALE

335'-5"



# REACH Air Regional Maintenance Facility 1.5 acres



**General Notes**

ALL DIMENSIONS ARE APPROXIMATE  
ALL COLUMN LOCATIONS ARE APPROXIMATE  
ALL LOCKERS AND FURNITURE TENANT SUPPLIED

NOT FOR CONSTRUCTION

No.	Revision/Issue	Date
	1	

GMR / REACH Air  
Northern Colorado  
Regional Airport  
Loveland, CO

**DOUD BROS**

25528 GENESEE TRAIL  
GOLDEN, CO 80401  
303-462-3604 TEL  
303-462-3739 FAX

KNOX TAYLOR

Date: 5/14/2024

Scale: DO NOT SCALE

## Request for Expression of Interest (RFEOI)

Dear Members of the Ft. Collins Loveland Airport Board,

We are writing to express our interest in expanding and enhancing the infrastructure of the Ft. Collins Loveland Airport through the construction of three new hangars. Our proposal includes a 100' x 90' hangar for Philip Glasgow, as well as two additional hangars, one 70' x 60' for Bulldawg LLC and another 150' x 60' for Cichos Construction. These projects will further support the airport's growth and development, aligning with its vision of being a premier aviation hub.

### Cichos Construction Overview

#### Exemplary Work and Rich History

Founded in 1980 by Conrad Cichos Sr., Cichos Construction has a longstanding history of excellence in the construction industry. For over four decades, we have been a trusted name, known for our commitment to delivering high-quality projects.

#### Founding Principles

At the core of Cichos Construction's success are the principles of reliability, honesty, dependability, efficiency, and trustworthiness. These values, instilled by our founder, have been upheld by his sons, Conrad and Matt Cichos, who have led the company since 2006. These principles guide our operations, ensuring every project is executed with the utmost integrity and professionalism.

#### National Certification

Cichos Construction is certified to build anywhere in the United States. This certification underscores our dedication to meeting and exceeding the highest industry standards, showcasing our ability to deliver exceptional results across various locations and project scales.

#### Local Impact

Since 2018, Cichos Construction has played a pivotal role in the development of the Ft. Collins Loveland Airport. We have successfully completed the construction of four hangars, enhancing the airport's facilities. Our team recognizes the importance of these structures not only in their functionality but also in representing the airport's image to the flying public and local communities.

### Commitment to Quality

Looking ahead, Cichos Construction remains committed to providing high-quality products that align with the airport's vision. We strive to understand and meet the unique needs and aspirations of the Ft. Collins Loveland Airport, ensuring our projects exceed expectations.

### Our Vision

We envision our projects as symbols of reliability, efficiency, and excellence, contributing to the airport's identity. Cichos Construction is dedicated to creating spaces that inspire confidence and pride among the flying public and local community.

### Proposed Hangar Projects

#### Hangar for Philip Glasgow

Dimensions 100' x 90'

Purpose To accommodate Philip Glasgow's aviation needs

#### Hangar for Bulldawg LLC

Dimensions 70' x 60'

Purpose To support Bulldawg LLC's operational requirements

#### Hangar for Cichos Construction

Dimensions 150' x 60'

Purpose To expand our operations and further contribute to the airport's development

### Conclusion

Cichos Construction stands ready to be your trusted partner in shaping the future of the Ft. Collins Loveland Airport. With a history rooted in principles of integrity and a track record of successful projects, we are eager to continue our collaboration and contribute to the airport's growth and success.

Thank you for considering our proposal.

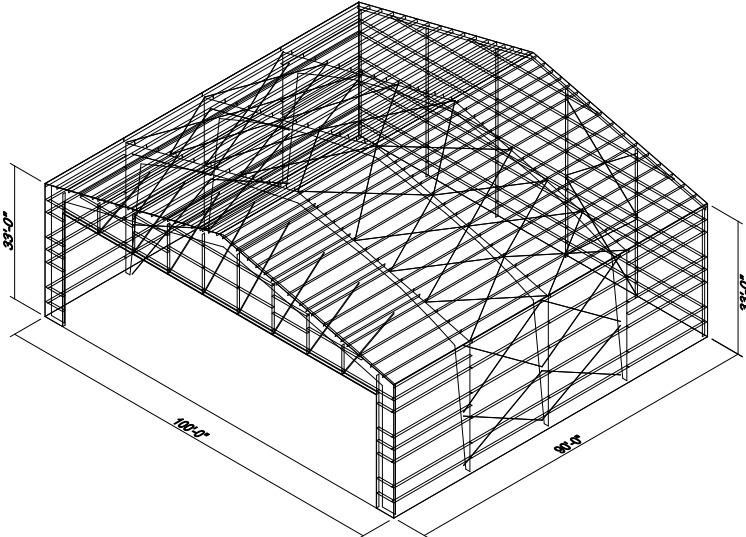
Kind regards,

Conrad Cichos II

Cichos Construction

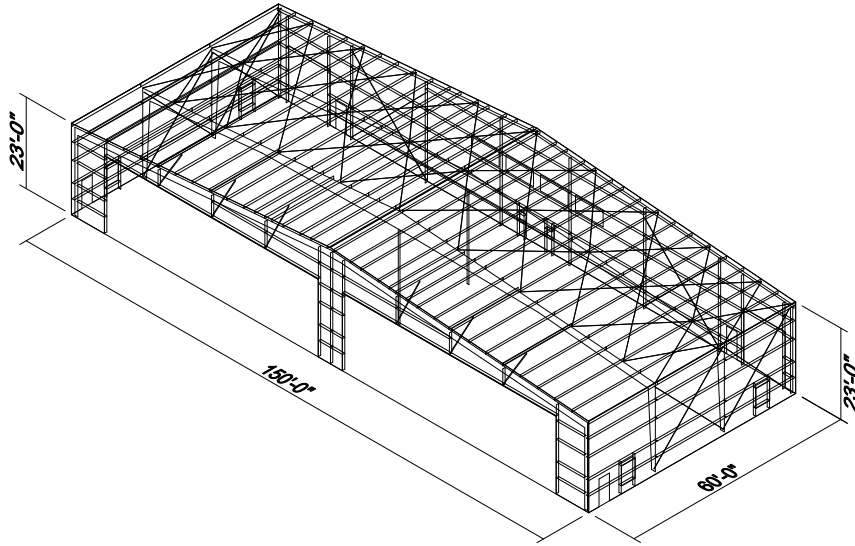


Glasgow 100' x 90'

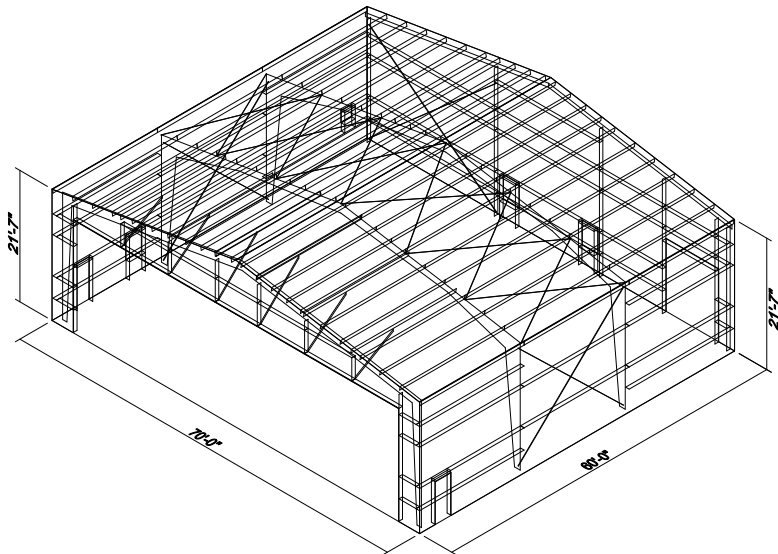


Cichos 150 x 60





Buldawg 70 x 60



June 1, 2024

Northern Colorado Regional Airport Commission  
on behalf of the Cities of Fort Collins and Loveland  
4900 Earhart Rd  
Loveland, CO 80538  
Attn: Aaron Ehle

RE: Request for Expressions of Interest – Airport Development Opportunity – Solicitation #2024-045

Dear Mr. Ehle,

Pursuant to the Request for Expressions of Interest (“REOI”) for the Airport Development Opportunity, Solicitation #2012-045, [REDACTED] is hereby providing its Expression of Interest (“EOI”) for development of a single hangar on available development Site C.

**A. Respondent Contact Information:**

[REDACTED]

*\*Please redact all identifying information in this Proposal*

**B. Respondent Legal Status:** Corporation

**C. Expression of Interest:** In accordance with the Airport’s Ground Lease Agreement (“Lease”) and in alignment with the Airport’s and Cities’ policies and guiding documents, [REDACTED] proposes to design, entitle, finance, and construct a 15,000sf to 18,000sf, single-purpose hangar with associated office space to support aeronautical operations via ground lease at Site C.

**D. Respondent Information:**

[REDACTED]

[REDACTED] systematic approach to development and construction allows the flexibility necessary to ensure minimal impacts to airport operations during construction and efficient delivery of the development.

**EXHIBITS:**

Exhibit A: Submittal Details

Exhibit B: Additional Information

We appreciate the opportunity to submit this EOI and look forward to your feedback and further discussion.

Sincerely,

[Redacted signature]

[Redacted contact information]

EXHIBIT A: SUBMITTAL DETAILS

The proposed single-phase and single-purpose hangar will support flight operations. The hangar will be occupied by a single Heavy Business Jet. Additionally, the development will include office and conference space for a flight crew and flight planning operations. No commercial or other business activities will be conducted from the hangar. Flight frequency is typically weekly.

**Project Location:** the proposed hangar location is in the SE corner of Site C, north of Runway 6-26.



**Site Plan:** The hangar development will include roughly ~10,000sf to 12,000sf of hangar space, ~2,000sf of office space, ~1,500sf of vehicle garage space, and ~1,500sf of surface parking lot. A roughly 350lf vehicular access roadway connecting Rockwell Ave. to the hangar will be required. Additionally, a ~14,000sf airplane apron and a 340lf taxiway connecting the apron to Runway 6-24 will be required for the development. The anticipated total development area will be roughly 1.3 acres.





EXHIBIT B: ADDITIONAL INFORMATION

- a. [REDACTED] Aviation Experience Brochure / Organization Structure / Principal Officers



# *Into the Blue*



## Request for Expressions of Interest

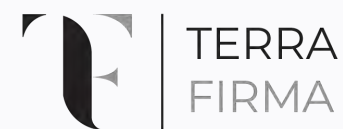
*Airport Development Opportunity - Site D*

CLIENT:

Airport Commission / Planning & Development Subcommittee

Dave Ruppel, Chair

June 13, 2024



# A Clear Vision of Excellence

*RE: Request for Expressions of Interest; Opportunity Area D*

**Dear Mr. Ruppel and Commissioners,**

Thank you for the opportunity to help further develop Northern Colorado's premier regional airport. With continued growth on the horizon, it is clear you are all here to stay and set a clear, long-term vision for the future. With developers, builders, and residents vying to be a part of the legacy, it is paramount the areas of opportunity are master planned in a clear and comprehensive way. Boyd Lake Self Storage, Terra Firma and Hauser Architects are experienced and humbled to take on this task of partnering this expression of interest. We are excited for an opportunity to work with the airport commission and staff to create a usable and implementable development proposal that provides a clear vision of excellence for the aeronautical industry and community for generations to come. We look forward to partnering with the commissioners and airport staff to siphon through the noise and drill down to what matters most. Through enticing development opportunities and cohesive layouts, we look forward to uncovering your needs and wants. Ultimately, Terra Firma and Hauser Architects will work to elevate the Northern Colorado Regional Airport to new heights through collaborative and thoughtful engagement.

## **Making Intentional Plans**

We assembled a team of knowledgeable and passionate professionals who will work tirelessly to deliver the developments you desire. Hauser Architects and Terra Firma will partner with the PDSC members and airport staff to lead the project collaboratively. Our team includes in-house planning, architecture and engineering experts in aviation, urban design, and landscape architecture. We bring backgrounds in community planning, aeronautical master planning, water and sewer, stormwater management, project visualization, market and economic analysis, and public engagement to the table. Simply put, we are excited to continue to build upon our knowledge of the airport opportunities and will provide you with an unrivaled level of service and communication.



## Our Plans Don't Collect Dust

Boyd Lake Self Storage, Hauser Architects and Terra Firma will be your trusted partners; we will give you the plans to make well-reasoned and sound decisions. Every step of the way, we will work with staff, provide sound planning, help the airport grow and develop, and move from planning to action with a clear vision and an implementable plan. This expression of interest plan will be created with actionable steps built with state-of-the-art planning and engineering solutions. With your help, all of these facets, together, will turn the plan into reality. We intend to deliver a phased aeronautical plan through a long-term land lease for Site D called *Into the Blue* that (1) is pilot-friendly, actionable, and can be modified as needed; (2) maintains your culture of accessibility and affordability for Northern Colorado; (3) puts a framework in place to allow for sustainable growth; and (4) is a forward-thinking and community-centric plan. We are excited to learn the ins and outs of what staff and the Commission want and will provide you with an unrivaled level of service and communication. In the end, planning is about helping a place define its own future and then providing that place with a road map of how to get there. We want to help the Northern Colorado Airport chart that course.

Sincerely,

A handwritten signature in black ink, appearing to read 'David Eisenbraun', with a long horizontal line extending to the right.

**David Eisenbraun, AICP | ASLA**

*Managing Partner*

**C:** 701.388.2576 | **E:** David@TerraFirmaColorado.org | **W:** TerraFirmaColorado.org

# Boyd Lake Self Storage, LLC: Overview



## Our Partners

---

**Lance Fitzgerald**  
Managing Member & Operator

**Jim Fitzgerald**  
Reinvestment, Inc.

**Bill Evers**  
Evers General Construction

**Ben Vestal**  
Argus Professional Storage Management

**Nelson Miner**  
Prime Real Estate

## Our Timeline

---

- 01** COL Conceptual Review  
BLSS and the design team have already completed the conceptual review and been given the green light to move forward.
- 02** District Approval  
We have met and coordinated this proposal with FCLWD and FCLSD and satisfied their criteria for this proposal.
- 03** REOI Approval  
We are here! With this submission, we are excited to go through our next step of the process we have been committed to.
- 04** COL / Commission Review  
Once approved, we will create the documents and refinements necessary to start going through the formal review process.
- 05** Build Out  
We will execute the land lease once we have approved plans and break ground at the earliest date available.

## Our Financing

---

With well over a 100 years of combined experience in commercial construction, real estate development and storage operations and maintenance, the team ready to develop this opportunity area is uniquely qualified to see it through. As partners, we have contracted and built millions of dollars of commercial buildings over the last 6 decades, including Boyd Lake Self Storage.

As we work through the formal approval process with the City and Commission, we will diligently focus on the lease rate discussions. The Boyd Lake Self Storage partnership group will continue to be the financial backing during this period.

Once approved plans are set into place and a lease rate is determined, a new entity will be formed that will work in tandem with BLSS and the airport. This group will finance the project based on the market and otherwise agreed terms.

# Your Design Team

These are the people at the heart of our company and your success. This multidisciplinary team of professionals has been curated to fit the needs of your creative projects and make sure the airport's developments stand out in its reputation for providing excellent service and unparalleled quality in Northern Colorado.

As a multi-disciplinary firm, with work across the country, our philosophy is to come along side agencies and developers to provide support, education and sustainable planning practices that meet their specific needs. We are dedicated on improving the communities we work in and with, while ensuring that our comprehensive approach doesn't ever become a one size fits all. With our dedicated team of professionals, we are committed to being thoughtful and intentional with each project.



**Alan Hauser, AIA**  
Principal Architect



**David Eisenbraun, AICP**  
Managing Partner



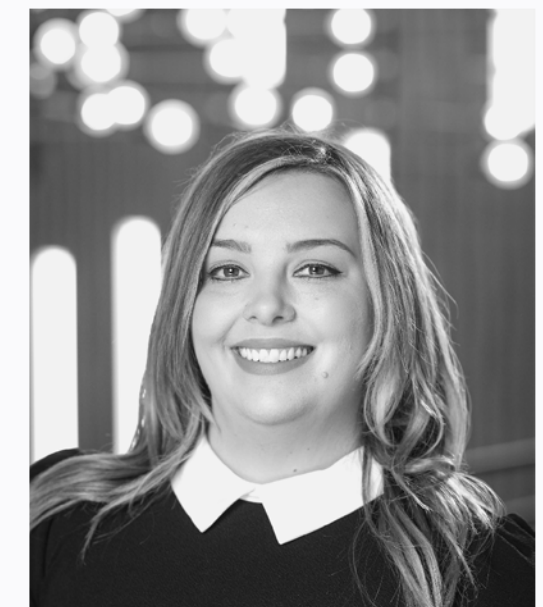
**Bryan DeForge**  
Project Manager



**Joyce Hagen**  
Grant Writer



**Caleb Jackson, AICP**  
Senior Planner



**Rya Frederick**  
Associate Planner

# Development Portfolio: Aeronautical Projects

With a comprehensive understanding of different construction delivery methods such as conventional competitive bidding, design/build, CM/GC, and negotiated construction contracts, our team ensures the owner's interests are upheld throughout the construction phase, adhering to the traditional AIA approach. The firm's commitment to excellence and their ability to effectively adapt to different project requirements have earned them a solid reputation in the development industry.

HOMESTEAD HANGARS



LOVELAND, CO

MODERN AVIATION CENTINIAL



ENGLEWOOD, CO

DISCOVERY AIR



LOVELAND, CO



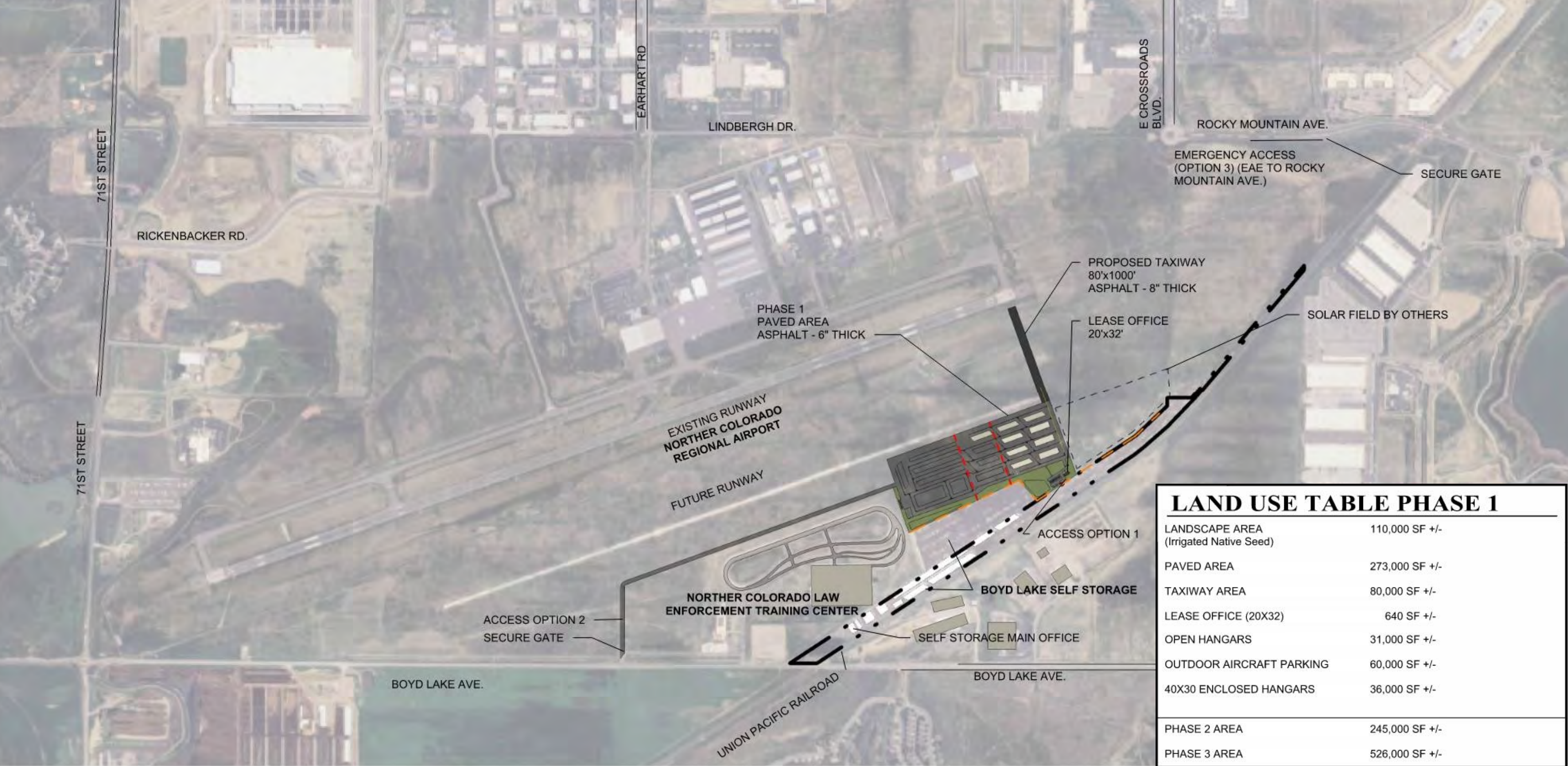
## Project Description - *Into the Blue*

The conceptual hangar plan layout is intended to build off of the existing NCLETC in conjunction with the Airport's master plan. Based on the airport's A Influence Area this layout strives to meet the goals in laying the groundwork for successful long-term competitive land uses that benefit the communities at large, the airport and its needs and adjacent property owners. Into the Blue will complement existing development and foster future growth by bringing varied users and other destination amenities to the airport project.

The goal is to build out internal private road through the 105 developable acreage, connecting from the existing Boyd Lake Road entrance back and around down to Boyd Lake Self Storage and ultimately into the Airport with an emergency access easement to Rocky Mountain Avenue. This will provide both better Emergency Access to the entire airport as well as provide future access points. In addition to the private drive, we will also pull all necessary utilities into the site from where they are currently stubbed out at either the existing Boyd Lake Storage facility or NCLETC. By providing utilities into this western portion, it will provide long-term opportunities, and quite literally lay the groundwork for a wide variety of land uses to be developed as the market and airport desire.

No general public would be admitted into these areas and thus poses no direct conflicts with the Airport or NCLETC as they are intended to be fully fenced and gated to provide adequate TSA levels of security that all parties are comfortable with. Within this conceptual plan area areas dedicated for on-site parking, detention and circulation patterns for both vehicles and airplanes, which would satisfy the long-term buildout. Both the City of Loveland and adjacent Districts (FCLWD / FCLSD) have all agreed with the intent of the project and have no major concerns with this project moving through formal entitlements.

Our proposed hangars will offer a haven for pilots and their cherished planes. Designed with precision and practicality in mind, our facility boasts spacious T-hangars and outdoor tie-down pads ideal for short-term rentals, catering to the dynamic needs of pilots on the go. Whether you're a weekend warrior seeking a temporary home for your aircraft or a seasoned aviator looking for a hassle-free storage solution, our T-hangars provide the perfect blend of accessibility and security. With easy access to the runway and a dedicated team committed to ensuring your aircraft's well-being, our project plans on taking full advantage of the new terminal amenities and year-round climate. Our project is eager to take *Into the Blue* forward, being a part of the Airport's legacy.



<b>LAND USE TABLE PHASE 1</b>	
LANDSCAPE AREA (Irrigated Native Seed)	110,000 SF +/-
PAVED AREA	273,000 SF +/-
TAXIWAY AREA	80,000 SF +/-
LEASE OFFICE (20X32)	640 SF +/-
OPEN HANGARS	31,000 SF +/-
OUTDOOR AIRCRAFT PARKING	60,000 SF +/-
40X30 ENCLOSED HANGARS	36,000 SF +/-
PHASE 2 AREA	245,000 SF +/-
PHASE 3 AREA	526,000 SF +/-



**OVERALL SITE PLAN.**

**Into the Blue**

Boyd Lake Self Storage





# Into the Blue

## *Hangar Build Out*



### Phase I

The first phase of construction will consist of two outdoor aircraft parking areas, and an even split of three open air hangars and three enclosed hangars. We will also construct the leasing office, detention areas and all other general infrastructure needed to make Phase I fully functional out of the gate.

### Phase II

The second phase will have one outdoor aircraft parking area, two open air hangars and one enclosed hangar. This phase may also look at adding in other amenities, such as a fuel station and airplane wash.

### Phase III

Finally, the third phase will be three open air hangars, one single sided open air hangar, and two enclosed hangars as the market dictates. Conversion of open air to enclosed may also happen as demand increases.

ENCLOSED HANGARS



OPEN AIR HANGARS



SITE D AERIAL PERSPECTIVE

