

Glynn County Airport Commission
REQUEST FOR PROPOSAL
Skylane Aircraft Hangar Development
St. Simons Island Airport, Georgia

January 29, 2026

1. INTRODUCTION AND BACKGROUND

The Glynn County Airport Commission (“GCAC or the “Commission””) is requesting proposals from interested parties to sublease parcels for hangar development at the St. Simons Island Airport at McKinnon Field Airport in St. Simons Island, Georgia (the “Airport” or “SSI”).

The GCAC is undertaking the Skylane Infrastructure for Hangar Development Project which includes constructing new airfield infrastructure accessible new parcels (1-11) for aircraft storage located along Skylane Road at the Airport (the parcels are individually and collectively referred to as the “Property”). The project is being designed to accommodate Aircraft Design Group II aircraft. In addition, parcel 12 is also available for development, with the respondent responsible for all development and infrastructure costs. (See Exhibit “A”- Skylane Development Parcels 1-11 will be connected to new taxi lanes and allow access to required utilities and infrastructure, making them development ready for hangars as defined in Exhibit “B”- SSI Skylane Development Phase 2, Development Criteria – Basis of Design.

The GCAC seeks proposals for the design, construction, and operation of hangar facilities to accommodate a variety of aircraft storage and aviation service needs. Each proposal received would be evaluated independently and considered a response with the responding party a respondent (the “Respondent”) Proposed hangar configurations may include:

- Hangars for the storage of active general aviation personal aircraft
- Corporate or conventional hangars for business aircraft
- Aircraft storage for parcels 1-10 may include limited non-aeronautical use areas that will not compromise hangar space but will be subject to GCAC policy and approval.

The project’s goal is to expand general aviation capacity, support economic growth, and enhance aeronautical services at St. Simons Island Airport, while maintaining a high standard of architectural and operational quality. GCAC will review all proposals based on development quality, financial capability, aviation benefit, and consistency with airport planning objectives.

The GCAC operates the Airport for the benefit of the citizens of Glynn County under authority granted by Glynn County. Glynn County owns the Airport and leases the land and facilities thereon to the Golden Isles Development Authority (the "Authority"). The Authority will enter into a sublease agreement for the development of the Property, and the sublease will be negotiated and managed by the GCAC.

2. GENERAL CONDITIONS

Use of Property

The Property is aeronautical as defined in the FAA-approved Airport Layout Plan. The Property will be available for sublease as determined by GCAC and Glynn County development standards. The use and development of the Property shall not conflict with the use and development of the Airport. See Exhibit "C" - Use of Aircraft Storage Hangar.

PROPERTY RENTAL RATE

The current aeronautical rental rate charged by the GCAC will be applied to the entire leased Property associated with the development, subject to adjustment based on future rate changes. Any portion of office space used for non-aeronautical development will be subject to a non-aeronautical rental rate, which is currently 12% of the appraised value, but subject to change annually by GCAC policy. Aeronautical ground rental rates will be determined by the Commission. Rates and charges for current aeronautical rental rate is \$0.49 per square foot annually for the entire subleased parcel and are subject to change based on future rate adjustments. The non-aeronautical portion of the subleased parcel will be subject to fair market value rental rate which is, determined by an appraisal completed in 2025 and is \$1.85 per square foot. All utilities will be paid for by the successful Respondent.

The GCAC will adjust the rent annually on the anniversary of the Effective Date of the Sublease Agreement for the Term of the sublease. The GCAC will apply the adjustment to the first payment following each anniversary of the effective date throughout the term of the sublease, including extensions. Such adjustments and changes in the basic rent shall be determined according to cost-of-living changes in the Consumer Price Index for All Urban Consumers (CPI-U): U.S. City Average; All items, not seasonally adjusted, 1982-84=100 reference base ("BLS Consumer Price Index").

Participation Commitment Deposit

To validate the seriousness of proposals and secure development interest, a Participation Commitment Deposit of \$10,000.00 for each parcel requested (the "Deposit") is required at the time of submission. Following the final award of the development, this Deposit will be applied to the successful Respondent's sublease. For Respondents not awarded, the Deposit will be refunded.

Leasing Procedure

GCAC requires that potential sublessees pay a Real Estate Deposit Fee of \$5,000.00 (the "Fee") to the Commission to cover the expenses of each sublease development, survey, and standard legal fees. Any additional fees encumbered will be billed to Respondent. Any unused funds will be reimbursed to the Respondent. This fee will be required upon selection of Respondent.

Government Requirements

Respondents shall, at all times, comply with all present and future laws (as amended), ordinances, orders, rules, regulations, and requirements of all federal, state, and municipal governments, courts, departments, commissions, boards, and officers that may be applicable to all or any portion of the parcels. The sublease shall be subject to FAA guidance and the sublease agreement. Respondent will need to coordinate with the GCAC the 7460 and Safety Plan in accordance with the FAA construction standards.

Respondents will be responsible for all design, permitting, construction, and operating costs, including site improvements, utilities, and access paving.

Plans and Respondent Requirements

Respondent shall be responsible for all costs associated with the sublease and to develop the Property, including GCAC property transaction costs (legal fees, survey, and appraisal costs, recording fees, etc.).

All licenses and permits will be the sole responsibility of the Respondent. The Respondent must verify all elevations and will be responsible for marking and installing all utilities to the site.

Final design plans must be submitted within six (6) months of executed lease. All drawings must be submitted to GCAC for review and approval prior to construction.

Construction plans must conform with all applicable codes and will require review and approval by the GCAC prior to any site work commencing.

All costs associated with the development of this RFP will be the sole responsibility of the Respondent.

Any exceptions to the specifications included in the RFP must be clearly stated in the proposal.

Environmental Evaluations

Respondents will be responsible for all due and necessary inquiry and investigation into the condition of the Property to determine its suitability for the intended permanent improvements to be constructed thereon, and to determine compliance with all applicable environmental laws. Respondents shall perform, or have performed at their cost, any needed soil boring tests or other geotechnical tests and shall perform or have performed at their cost any needed Phase I environmental audit or site assessment of the Property.

Insurance

Respondent shall provide evidence satisfactory to GCAC demonstrating its ability to obtain all required insurance coverages, including but not limited to, builder's risk, property, debris removal, hangar keepers, and general liability. Glynn County, the Commission, and the Authority shall be included as additional insureds. Sublease insurance requirements can be referenced in the sample sublease agreement Exhibit "D".

Utility Responsibilities

Respondents will be responsible for the connection and installation of all utilities and the payment of monthly use charges for all utilities (power, water, sewer, and communications, etc.) that serve the Property. Respondent will pay utility service providers directly for separately metered utilities.

REQUIRED PROPOSAL ELEMENTS

Proposed Use of Aeronautical Property

Provide a specific description of the Respondent's business/use of the facility to include the Aircraft and N-Number(s). All uses of the facility must be approved by the GCAC. The primary use of the facility shall be for aircraft storage. Other aeronautical uses—such as maintenance, training, or other aviation-related activities—may be considered based on GCAC policies, if any portion of the property proposed for non-aeronautical use, must undergo GCAC review and receive approval prior to use.

Development Plan

Respondents must provide a detailed development plan outlining the proposed facility. The plan shall describe the design concepts, construction phases, and an estimated timeline for completion.

Construction of all proposed improvements must begin within 90 days of sublease agreement effective date as dictated by the site ready for tenant development and be fully completed within 18 months. Requests for extension due to unforeseen delays must be submitted in writing and are subject to GCAC approval.

Failure to complete the facility will result in forfeiture of the Property. Default and loss of property.

Capital Investment

The amount and nature of the capital investment will be used to determine the term length of the sublease in accordance with the Leasing of Airport Property Policy (Exhibit "E"). Respondents must also provide details of their proposed capital investment associated with the development plan. Respondents shall include estimated costs, sources of funding, and breakdown of major project components.

Financial Strength

Evidence of financial position (financial statements) and banking references which demonstrate the ability of the Respondent to enter into a sublease agreement as developed by GCAC and meet all financial obligations of which will include a monthly sublease payment to GCAC, utility costs, monthly payment of a capital investment requirement, insurance coverage for the facility and the ability to make these payments in a timely fashion.

3. Proposal Organization and Format

Proposals shall be typed and include any related exhibits with detailed concept plans and the Deposit. All required information must be included in the proposal document. In order to expedite and maintain consistency in the evaluation process, each proposal shall be organized as presented below.

A. Cover Letter

Include a transmittal letter introducing the submitted proposal package. Include other general information deemed significant enough to be highlighted. The letter will provide the name, address, telephone number, and e-mail address of the individual authorized to contractually bind the company/entity.

B. Contact Information

Name, title, address, email address and telephone number of the Respondent's designated contact person for communication pertaining to this proposal.

C. Respondent's Qualifications

Describe the Respondent and overall experience in planning, developing, and operating similar aviation projects/facilities. Include experience in both business and aviation fields, and any specialized certificates or licenses held.

Provide a background of the principals involved in this proposal. Provide a summary of experience and expertise that demonstrates the ability of the Respondent to develop the Property.

Provide a clear statement on which parcel on Exhibit "A" you are interested in pursuing, the approximate square feet of aeronautical use and commercial use.

D. Development of Business or Use Plan

Respondents must provide a statement of their corporate status, type of legal entity, and a profile of the experience of all principal officers, including percentage ownership interest if applicable. If the Respondent is a corporation, provide a Certificate of Standing from the Secretary of State indicating the complete legal name of the corporation and the date of incorporation. If the Entity is a partnership, describe the makeup of the partnership and the roles of each partner.

The Plan shall include:

i. Business and aeronautical services and uses proposed, including identification of the square footage of the development. Respondents shall also indicate their preferred parcel or areas for development, including reasons for their selection.

ii. Aircraft Information

iii. Improvements proposed, including a phasing plan and cost estimate by phase, if applicable.

iv. Project schedule.

v. A list of key personnel/contractor assignments and responsibilities.

vi. Anticipated time for commencement of business operations. (If applicable)

E. Financial Strength

Evidence of financial position (financial statements) and banking references which demonstrate the ability of the Respondent to enter into a sublease agreement as developed by GCAC and meet all financial obligations of which will include a monthly sublease payment to GCAC, utility costs, monthly payment of a capital investment requirement, insurance on the facility and the ability to make these payments in a timely fashion.

F. Construction Details

Provide an outline of the facilities you are proposing to construct. Include the type of facility, size to include height, approximate cost, and timeline to complete construction. Please include a conceptual site plan with your proposal.

H. Previous Legal Litigation or Disputes

Indicate if the Respondent has been involved in any litigation or other disputes that have the potential to result in a financial settlement or judgment having a material adverse effect on the Respondent's ability to complete the project. Indicate whether the Respondent has ever filed for bankruptcy or had operations foreclosed upon. This financial information will be held confidential by GCAC's staff only to determine the financial viability of the Respondent.

PROPOSAL SUBMITTAL

Proposal shall be marked and submitted to the offices of the Commission (GCAC) at 295 Aviation Parkway, Suite 205, Brunswick, GA 31525 by (45 days from release of this announcement), and shall include all required elements and be in written form signed by the Respondent and may include supplemental material.

All proposals must be mailed or delivered to the GCAC and received by March 18, 2026, 5:00 pm (EST).

Proposals shall be in a sealed envelope marked Skylane Hangar Development Project, RFP; and addressed to the Commission, Attn. Airport Property Department, 295 Aviation Parkway, Suite 205, Brunswick, GA 31525. Proposals submitted by email or facsimile will not be accepted.

4. EVALUATION PROCESS

TIMELINE

The following is a tentative schedule. These dates are considered flexible, and the Commission reserves the right to adjust the dates and timeframes, as necessary.

Glynn County Airport Commission Request for Proposal - Skylane Aircraft Hangar Development	
Date	Event
Monday, February 2, 2026	Notice Issued
Monday, February 2, 2026	Request for Proposal Live on Website
Tuesday, February 24, 2026	Optional Pre-Proposal Meeting
Tuesday, February 24, 2026	Final Date for Submission of Questions
Tuesday, March 3, 2026	Responses to Questions Posted to Website
Tuesday, March 3, 2026	Final Addendum to RFP issued, if necessary
Wednesday, March 18, 2026	RFP Closes
Thursday, March 19 - Thursday, March 26, 2026	Evaluation Period to include interviews, if necessary
Tuesday, April 21, 2026	GCAC Meeting - Approval

A pre-proposal meeting will be held on February 24, 2026, at 5:00 PM at the Glynn County Airport Commission Annex on St. Simons Island, GA, to provide additional information and answer questions from interested parties.

Evaluation of submissions received will consist of a review of the required proposal elements and the information requested above by a panel selected by GCAC. The panel may request a presentation/interview from Respondents during the review process. The panel, upon evaluation of the proposals, will make a recommendation to the GCAC for sublease approvals.

The GCAC accepts no financial responsibility for any costs incurred by a firm/individual responding to this RFP. The information and material submitted in response to this solicitation will become the property of the GCAC upon submission. By submitting a response, the firm/individual certifies that it has fully read and understands the RFP and has full knowledge of the conditions under which the GCAC is interested in subleasing this Property.

The GCAC reserves the right to reject any or all submittals and to request and consider additional information from Respondents. The GCAC reserves the right to waive any irregularities and technical defects.

The GCAC will not evaluate any response based on the age, sex, race, national origin, or gender of the Respondent. At all times, the GCAC will comply with the nondiscrimination provisions of the sublease. Specifically, at all times, the GCAC complies with Title 49, Code of Federal Regulations, Department of Transportation, Subtitle A, Office of the Secretary Part 21, NON-DISCRIMINATION in Federally Assisted Programs of the Department of Transportation Effectuation of Title VI of the Civil Rights Act of 1964, as said regulation may be amended.

The GCAC reserves and may exercise the following rights and options:

- (i) to reject any and all proposals, negotiate with any Respondent, alter the scope of work, to extend the date for submittal responses to request additional information from any Respondent, to supplement, amend or otherwise modify the RFP prior to the closing date and time, and reissue the RFP at a time prior to execution of a final sublease agreement if, in GCAC sole opinion, and best interest to do so; (ii) to supplement, amend, substitute, or otherwise modify this RFP at any time prior to selection of one or more Respondent for negotiation and (iii) to cancel this RFP with or without issuing another RFP; (iv) to reject the proposal of any Respondent who, in GCAC's, sole judgment, has been delinquent or unfaithful in the performance of any contract with GCAC is financially or technically incapable or is otherwise not a responsible responder; (v) To reject as informal or non-responsive, any proposal which, in GCAC's sole judgment, is incomplete, is not in conformity with applicable law, is conditional in any way, or deviates from the mandated requirements of the RFP and; (vi) to waive any informalities in the submission process, defect, non-responsiveness and/or deviation from this RFP that is not considered in the best interest and/or best value to GCAC, at its sole judgment.

Questions should be submitted to skylane.rfp@flygcairports.com. Responses to all submitted questions will be posted on the RFP website by Tuesday, March 3, 2025, in accordance with the RFP schedule.

Exhibit "A" Skylane Development

Exhibit "B" SSI Skylane Development – Phase 2 Development Criteria – Basis of Design

Exhibit "C" Use of Aircraft Storage Hangar

Exhibit "D" Sample Sublease Agreement

Exhibit "E" Leasing of Airport Property

Exhibit "F" Aircraft Design Group II