



Friedman Memorial Airport Authority: Request for Proposals

**Ranch Management – Flying Hat Ranch
October 12, 2023**

1. Overview

The Friedman Memorial Airport Authority (referred to herein as “the Authority” or “FMAA”) is seeking proposals from qualified and experienced agricultural operators to lease, manage, and maintain the approximate 451 acres of the Flying Hat Ranch (“the Ranch”). The Ranch is shown with blue shading in **Figure 1** below.

Figure 1 – Flying Hat Ranch



Source: Google Earth/FMAA

In 2018, an approximate 65-acre portion of the Ranch was acquired by the Authority for Runway Protection Zone and obstruction removal (trees). In September of 2022, an additional approximate 386 acres of the Ranch was acquired by the Authority for the further purpose of protecting the airport’s approach and departure surfaces from development of incompatible land uses including structures, towers, or vegetation that would potentially penetrate these surfaces and be an obstruction to aircraft operations. Airport ownership of this property also prevents future development of noise sensitive land uses.

Of the approximate 386 acres of the Ranch purchase in 2022, an approximate 10.4 acres of land immediately adjacent to Taxiway B at the south end of the Airport, has been identified for construction of aircraft parking apron and aircraft hangars. This area is highlighted in yellow in **Figure 1**. Timing of this potential development is uncertain at this time; however proposers should expect to include this

land as part of the proposed agricultural operations until such time the land is removed from agricultural land inventory to accommodate the aeronautical activity.

Per the Purpose and Need and associated Finding of No Significant Impact from the Federal Aviation Administration's Environmental Assessments associated with the property acquisition, except for the approximate 10.4 acres, the Authority is to continue to operate this land for agricultural purposes ensuring protection of the airport's Runway Protection Zone and approach and departure surfaces, and the airport from future incompatible and noise sensitive land uses.

Lastly, the Ranch features various historical structures, including a farmhouse, two barns, and several other outbuildings. All structures will remain on the property, to either continue their use for agricultural purposes or be used for Airport purposes.

2. Ranch Management Goal and Outcomes

The Authority's overall goal for the Ranch is to apply resilient and sustainable land management practices with the following desired outcomes:

- A. Protect the Ranch's natural and cultural resources through education and the implementation of best practices.
- B. Put the Authority's water rights to full beneficial use while encouraging and implementing applicable ranch-wide water conservation strategies.
- C. Implement soil conservation practices that maintain and improve the health of soil resources.
- D. Reduce occurrences of noxious weeds and invasive species.
- E. Protect and enhance the natural values of the Ranch through sound stewardship.
- F. Preservation and protection of the historical values of the ranch and its structures including potential partnerships with conservation organizations to preserve and protect these assets.
- G. Maintain and improve habitat for the dual benefit of livestock and wildlife while reducing potential for wildfire hazards that may impact aviation safety.
- H. Derive a competitive financial return for the Authority.

The successful proposer will possess proven operational and financial capacity to manage an integrated, resilient and sustainable ranch. The lessee will also possess proven capacity for working and communicating effectively with partners and will demonstrate openness to integrating and improving innovative ranch management techniques and education into their operational plans.

3. Submission Information

Sealed proposals will be accepted until **December 14, 2023, at 6 pm**. Any proposal received after that time will not be considered. Proposals must be submitted by mail or hand delivered to:

Friedman Memorial Airport
1616 Airport Circle
Hailey, ID 83333

Faxed or emailed proposals will not be accepted. Interested parties shall submit their proposals in hardcopy and in PDF Format on a flash drive. Proposals must be typed and legible. Proposals must be

submitted in a sealed envelope and clearly identified on the envelope as “Flying Hat Ranch Management Proposal”.

4. **Questions**

Procedural and technical questions are to be submitted in writing/email to Nick Carnes at Nick@iflysun.com.

Questions will be accepted until **November 9, 2023, at 6PM MT**. Interested parties may not contact any other Airport Staff or Airport Officials on this matter.

5. **Requirements**

The selected party will enter into a negotiated lease agreement with the Authority for an initial term between 1-5 years, pending negotiation. The Authority has the following requirements for said agreement.

- A. The Ranch must be managed by the selected party. No part of the agricultural operation may be sublet without the expressed approval by the Authority.
- B. Selected party must fix and maintain fences, ditches, and irrigation structures on the Ranch.
- C. Selected party must accept the Ranch “as is, where is” and indemnify, defend, and hold harmless the Authority for any and all claims, liabilities, losses, demands, damages, expenses due to or arising out of any use by the selected party. The selected party will be required to carry both comprehensive automobile and vehicle liability insurance and broad form comprehensive general liability insurance.
- D. Selected party must coordinate with and receive approval from the Authority regarding desired major capital improvements, upgrades, and other projects on the Ranch.
- E. The Authority intends to develop approximately 10.4 acres of ranch property for aeronautical purposes as specified above during the term of the lease. The Authority will coordinate with the selected party accordingly and as appropriate.
- F. The Authority has the authority to access the property at any time and will coordinate such access to the extent possible.
- G. Selected party may not live on the property unless an appropriate arrangement is made with the Authority.

6. **Contents of Proposal:**

Interested parties must submit a formal proposal, not to exceed 20 pages, that includes the following information:

- A. Cover letter, including name, daytime phone number, and email address for the primary point of contact.
- B. A description of the proposer’s agricultural background.
- C. A description of the proposed management and operation of the Ranch to meet the goal and outcomes specified in page 2, Section 2. Provide as much detail as possible.
- D. If currently involved in other agricultural enterprises, briefly describe the operation(s)

and include general locations and include a statement as to how the Ranch will fit in with the rest of the proposer’s operation.

E. Include three references or letters of reference (do not count toward 20-page maximum).

Selection Process

The process for selection and award of the ranch management lease agreement will consist of four steps and be organized as follows:

Step 1: Review and scoring by Authority appointed selection committee of submitted proposals

Step 2: Interviews (if deemed necessary)

Step 3: Selection of successful proposer and initiation of negotiations of ranch management lease agreement

Step 4: Authority approval of management lease agreement

Anticipated Timeline

Dates are approximate and are subject to change.

Step 1	October 12, 2023	Request for Proposals issued
	November 1, 2023	Optional Site Tour
	November 9, 2023	Questions may be presented prior to 6PM on this date
	December 14, 2023	Sealed Proposals due at 6PM, Mountain Time.
	TBD:2023	Notifications of Interviews (if deemed necessary)
Step 2	TBD:2023	Interviews conducted (if deemed necessary)
Step 3	February 7, 2024	Authority notifies successful proposer/begin lease agreement negotiations
Step 4	March 1, 2024	Ranch management lease agreement executed

Step 1: Review of Proposals

Following an initial screening of the proposals, the selection committee will rank proposals based on the highest to lowest score. The following selection criteria will be the basis for ranking proposals:

Criteria Points

Experience, reputation, and competence of proposer	25 points
Familiarity with the airport and community	15 Points
Approach to agricultural operations including sustainability and resiliency	40 Points
Financial capability and plan of proposer	20 Points

Total

100 Points

Step Two: Interviews (if deemed necessary)

1. Interviews may be conducted by the selection committee for the purpose of assisting the committee in ensuring the most qualified proposer is selected.
2. Key personnel from interested party are required to be present and participate in the interview.
3. Respondents are asked to give a presentation on their organization and proposal. The selection committee may then ask any follow-up questions they have of the proposer.

Step Three: Selection of Successful Proposer and Negotiation of Ranch Management Lease Agreement

After the successful respondent is selected, the Authority will negotiate a ranch management lease agreement.

Step Four: Authority Approval of Ranch Management Lease Agreement

1. It is expected the Authority will formally select the successful proposer based on a recommendation of the selection committee at a regularly scheduled Airport Board meeting to be determined by the Board Chair. All proposers are encouraged to attend the Airport Board meetings to hear discussion of the selection process.
2. The Authority reserves the right to undertake or award supplemental or successor agreements for work related to this agreement.
3. This solicitation shall not be binding upon the Authority and respondent, and no services shall be performed under the terms of the proposal or the ranch management agreement until agreement has been approved by the Authority.

Selection and Contracting Provisions

Notifications

The Authority will provide timely notifications in writing (letters and/or emails) of the following actions to individuals or firms responding to the Request for Proposal as follows:

1. Selection of short-listed respondents for interviews (if deemed necessary).
2. Interested Parties not short-listed.
3. Selection of recommended individual or firm; and Authority approval.

Right to Reject

The Authority reserves the right to waive informalities in the proposals or fees and to reject any and all proposals and re-advertise this solicitation at any time prior to Authority approval of the recommended propose and the negotiated ranch management lease agreement if doing so would be in the Authority's best interest, as determined by the Authority in its sole discretion. The Authority reserves the right to award this solicitation to the individual or firm that best fits the requirements outlined in the request for proposals.

The Authority reserves the right to waive any informality in any submittal and/or reject all proposals, and to accept the proposal that is in the best interest of the Authority. The Authority further reserves the right to:

1. Negotiate a final ranch management lease agreement that is in the best interests of the Authority; and
2. Request any additional information the Authority deems reasonably necessary to allow the Authority to evaluate, rank and select the most qualified respondent to perform the services described in this solicitation.

If the Authority and the selected respondent cannot agree on the contract, the negotiations will be terminated, and the Authority reserves the right to begin negotiations with the next highest ranked respondent.

Procedure Requirements

1. Any individual or firm failing to submit information in accordance with the procedures set forth herein may be considered non-responsive.
2. All costs incurred by individuals or firms choosing to participate in this process shall be borne by the proposing individual or firm.
3. All proposals submitted regarding this solicitation are the property of the Authority and will only be returned to the individual or firms if requested in writing to the Authority at the sole discretion of the Authority.
4. Late submittals shall not be accepted. It is the responsibility of the individual or firms to ensure that the proposal arrives at the Airport Operations Building, prior to the date and time stated in this solicitation.

Conflicts of Interest

Any conflicts of interest whether real or perceived by the individual or firm submitting a proposal should be fully disclosed and explained within the proposal.