

January 3, 2025



# Request for Interest (RFI)

## Lease Available Aeronautical Land

Concord-Padgett Regional Airport  
9000 Aviation Boulevard  
Concord, North Carolina 28027



# Table of Contents

<b>I. Overview of the Opportunity</b>	<b>1</b>
A. Introduction	1
B. Description of the Parcels	1
C. Anticipated Use of the Subject Parcels	2
<b>II. Background Information</b>	<b>3</b>
A. Geographic Location	3
B. Community Statistics	3
C. Community Summary	5
D. Airport Description	5
E. Aircraft Operations	6
F. Based Aircraft	7
G. Fuel Volumes	8
H. Demand/Capacity of Airport Hangars	9
I. Airport Capital Improvements	9
<b>III. Respondent Instructions</b>	<b>10</b>
A. Preparation of Statement of Interest	10
B. Schedule	10
C. Delivery of Statements of Interest	11
D. Non-Discrimination	11
E. Contact with the City and Others	12
<b>IV. Statement of Interest Form</b>	<b>13</b>
<b>V. Appendix</b>	<b>15</b>
A. Basic Leasing Parameters for Corporate Hangars	15





# Overview of the Opportunity

## I. Overview of the Opportunity

### A. Introduction

The City of Concord (City) is requesting Statements of Interest from interested parties to lease available land areas for aeronautical development (hereinafter referred to as the parcels) at Concord-Padgett Regional Airport (Airport) in Concord, North Carolina for the purpose of engaging in commercial or non-commercial aeronautical activities.

### B. Description of the Parcels

As outlined in Table 1 and conveyed in Figure 1, the Southern Parcel consists of approximately 20,000 square feet and is located south of the General Aviation Terminal Building, north of the Passenger Terminal Building, and west of Runway 02/20. The Northern Parcel consists of approximately 54,000 square feet and is located north of the General Aviation Terminal Building and west of Runway 2/20.

All normal utilities (e.g., water, electrical, sewer, and gas) are available to the parcels. Trash and telecommunications utilities are also available. The parcels are level at street grade. Landside access is provided to the parcels through a security gate via an Airport surface road. The Southern Parcel has airside access by taxilanes to the parallel taxiway for Runway 02/20 while the Northern Parcel is adjacent to the new ramp expansion.

It is the City’s policy to determine initial lease term based on the level of capital investment, not exceeding 20 years of initial lease term. The City may agree to mutual options following the initial lease term based on lessee’s business plan and/or capital investment. Based on the results of a recent *Airport Rent Study*, the current aeronautical land rate is a minimum of \$0.50 psf/yr.

**Table 1 - Parcel Overview**

Parcel Overview	
Component	Size (SF)
Southern Parcel	20,000
Northern Parcel	54,000

*\* For reference purposes only*



## Figure 1 - Parcel Identification



*\* For reference purposes only*

### C. Anticipated Use of the Parcels

The City is seeking entities to lease the parcels to provide general aviation products and services as a specialized aviation service operator (SASO) or to utilize the parcels for non-commercial aeronautical activities. The parcels may be used for a variety of non-commercial aeronautical activities (e.g., aircraft storage, operation of a corporate flight department, etc.) or commercial aeronautical activities (e.g., aircraft maintenance, avionics and/or instrument maintenance, aircraft rental, flight training, aircraft charter, aircraft management, aircraft sales, etc.). It is significant to note the City has exercised a proprietary exclusive right on commercial fueling services and commercial aircraft storage



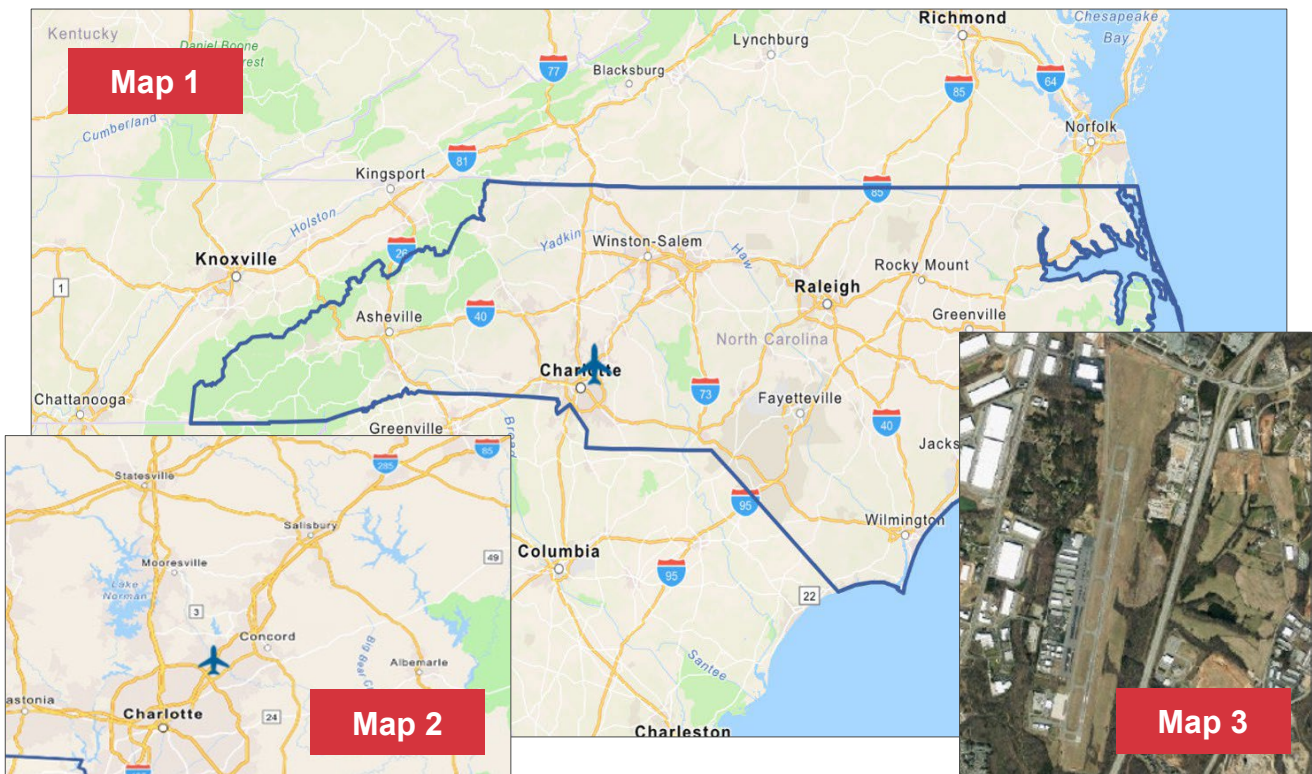
# Background Information

## II. Background Information

### A. Geographic Location

Figure 2 conveys the locations of the Airport in relation to the State of North Carolina (Map 1) and the closest large municipality to the Airport (Map 2), and the area immediately surrounding the Airport (Map 3).

Figure 2 - Geographic Location

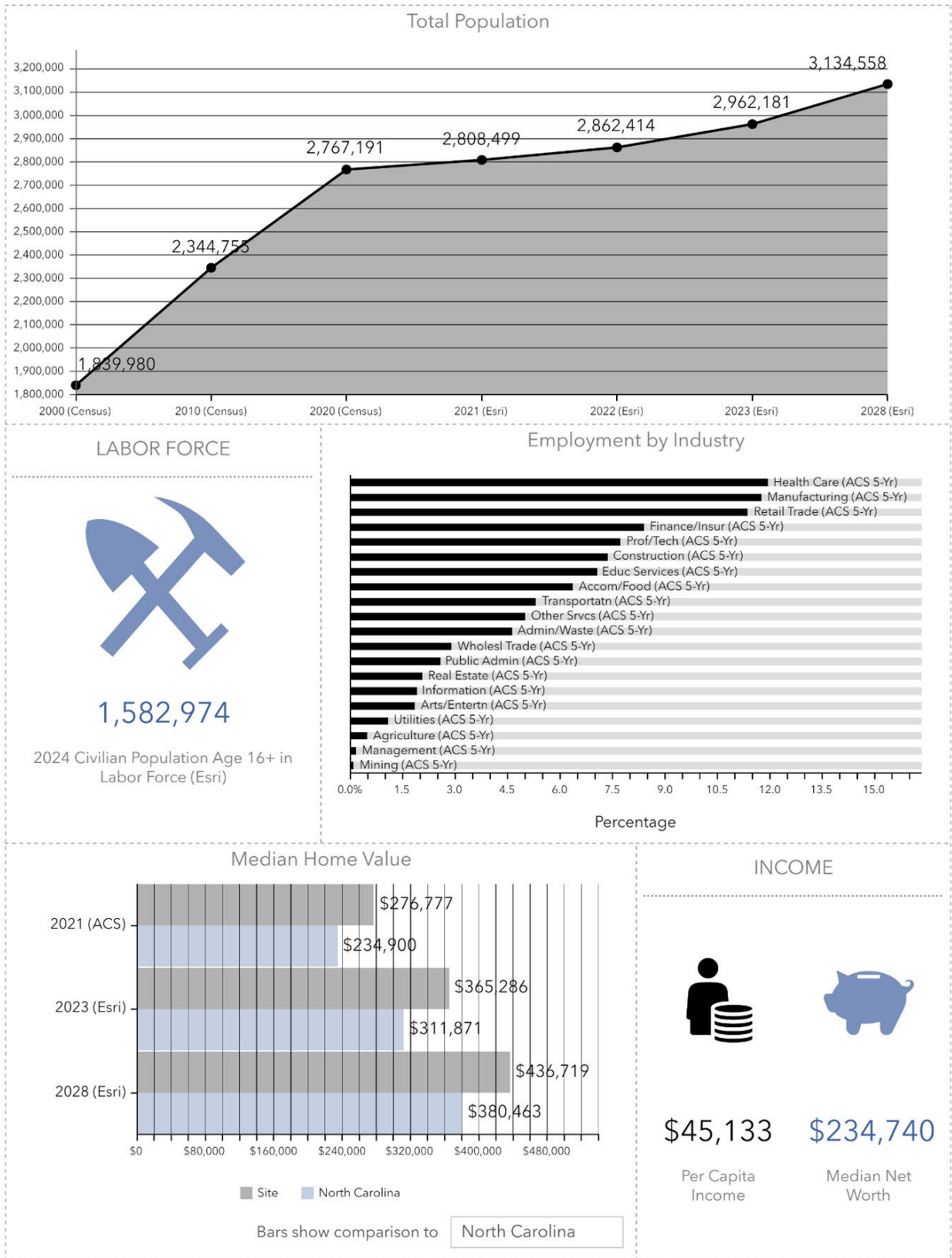


### B. Community Statistics

Relevant community background information including population, trends, lifestyle spending, employment data, total business, income, and labor force of the City are identified in Figure 3.



**Figure 3 - Community Background: 60-Minute Drive**



Source: This infographic contains data provided by U.S. Census (2000, 2010, 2020), Esri (2024, 2029), ACS (2018-2022).



## C. Community Summary

As shown in Figure 2 and 3, the area within a 60-minute drive of the Airport has experienced substantial growth from the 2000 Census to the 2020 Census, with ESRI projections indicating this trend will continue. This region also boasts a higher median home value compared to the State of North Carolina with values expected to continue rising through 2028.

According to ESRI's 2024 estimates, 1,582,974 individuals aged 16 and over are participating in the labor force, with an unemployment rate of 3.5%. The primary employment sectors in this area are healthcare, manufacturing, and retail trade. Overall, the Airport continues to benefit from a rapidly growing region that supports strong employment and low unemployment rates.

## D. Airport Description

The Airport, which consists of approximately 750 acres of land, has 1 runway:

- Runway 02/20: 7,402 feet long and 100 feet wide, grooved asphalt good condition.

The Airport has an Air Traffic Control Tower (which currently operates from 7:00 a.m. to 11:00 p.m.) and is served by one Instrument Landing Systems (ILS) – Runway 20 and multiple non-precision approaches (LOC, and RNAV – GPS,). The Airport is designated a Primary Commercial Service Nonhub Airport in the *FAA National Plan of Integrated Airports System (NPIAS)*.

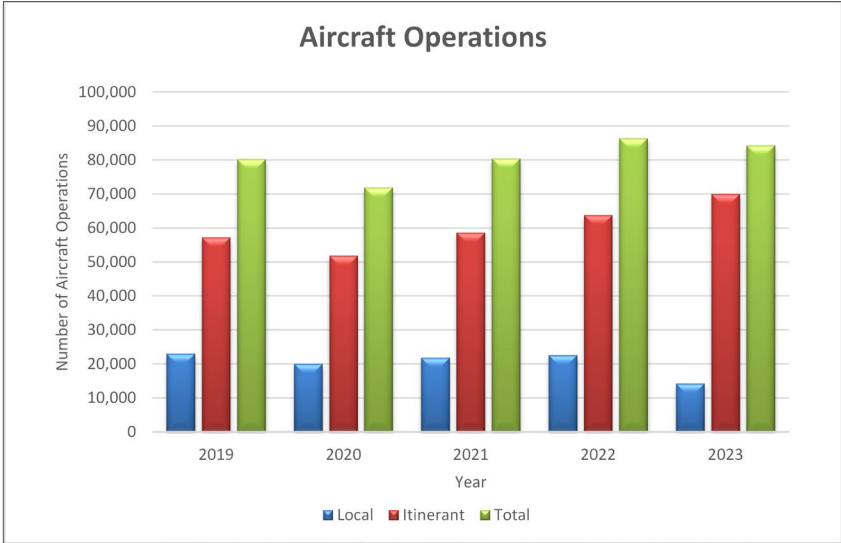




## E. Aircraft Operations

Figure 4 depicts the aircraft operations (by category – local, itinerant, and total) at the Airport from 2019 to 2023, as reported by ATADS.

**Figure 4 - Aircraft Operations**



As shown in Table 2, total aircraft operations at the Airport have increased from 80,250 in 2019 to 84,280 in 2023. This represents a total increase of 5.0% and a compounded annual increase of 1.0%.

**Table 2 - Aircraft Operations**

**Aircraft Operations**

Year	Local	Itinerant	Total	% Change
2019	23,000	57,250	80,250	N/A
2020	20,031	51,851	71,882	-10.4%
2021	21,862	58,608	80,470	11.9%
2022	22,573	63,781	86,354	7.3%
2023	14,229	70,051	84,280	-2.4%

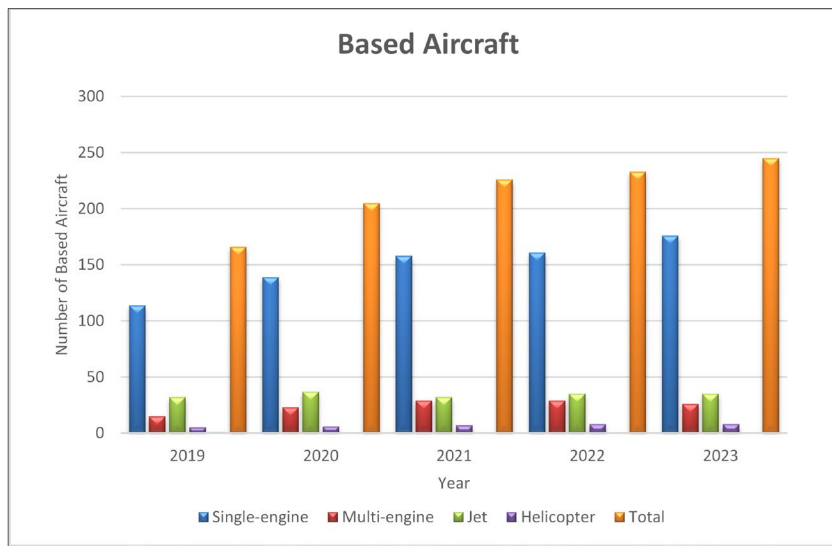




## F. Based Aircraft

Figure 5 illustrates the number of based aircraft at the Airport from 2019 to 2023, as reported by the FAA Master Record 5010.

**Figure 5 - Based Aircraft**



As shown in Table 3, 245 aircraft are currently based at the Airport. From 2019 to 2023, the number of total aircraft based at the Airport increased a total of 47.6%, or a compounded annual increase of 8.1%.

**Table 3 - Based Aircraft**

### Based Aircraft

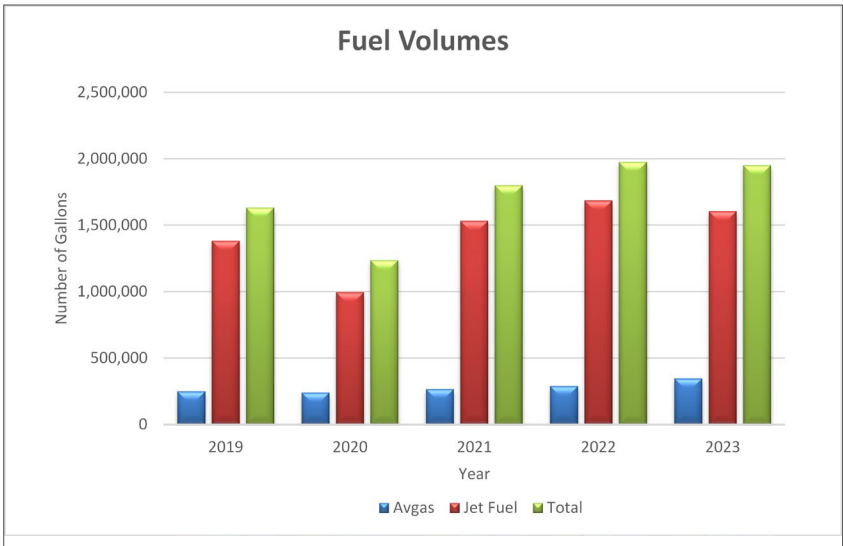
Year	Single-Engine	Multi-Engine	Jet	Helicopter	Total	% Change
2019	114	15	32	5	166	N/A
2020	139	23	37	6	205	23.5%
2021	158	29	32	7	226	10.2%
2022	161	29	35	8	233	3.1%
2023	176	26	35	8	245	5.2%



## G. Fuel Volumes

Figure 6 depicts total fuel volumes (by type – jet fuel and avgas) at the Airport from 2019 to 2023, as reported by Airport management.

**Figure 6 - Fuel Volumes**



As depicted in Table 4, total fuel volumes increased from 1,632,098 gallons in 2019 to 1,951,856 gallons in 2023, which represents a total increase of 19.6% or a compounded annual increase of 3.64%. Additionally, approximately 83.6% of the general aviation fuel volume is jet fuel.

**Table 4 - General Aviation Fuel Volumes**

**General Aviation Fuel Volumes**

Year	Avgas	Jet Fuel	Total	% Change
2019	249,243	1,382,855	1,632,098	N/A
2020	240,633	995,968	1,236,601	-24.2%
2021	266,376	1,532,936	1,799,312	45.5%
2022	289,558	1,685,917	1,975,475	9.8%
2023	346,559	1,605,297	1,951,856	-1.2%



## H. Demand/Capacity of Airport Hangars

The Airport has a number of City-owned hangars (T-hangars, community hangars, and common aircraft hangars) which are currently fully occupied. Additionally, there are many privately owned hangars which are fully occupied. The City maintains a waiting list for hangar availability which currently has approximately 54 interested parties for various hangar sizes and types (excluding City owned T-hangars). The City also occupies approximately 105 tiedown spaces for small and medium aircraft.



## I. Airport Capital Improvements

The City has recently completed a significant number of capital improvement projects at the Airport. These projects include the following:

- \$100,000 upgrades to the General Aviation Terminal Building as it relates to the waiting area and pilot's lounge.
- \$6 million infrastructure project to strengthen the runway (to accommodate aircraft with a maximum gross landing weight up to 172,000 lbs.) and install new center line and touchdown zone lighting systems.
- Renewal of a fuel supplier agreement with World Fuel in conjunction with a new 20,000-gallon jet tank to the fuel storage facility. The Airport fuel storage facility has a total capacity of 80,000 gallons of jet and 15,000 gallons of avgas.
- \$3.8 million taxiway strengthening project
- \$3.5 million taxi lane and apron strengthening project
- \$3.2 million North Apron Expansion
- \$470,000 GA/FBO Parking Lot Rehab
- \$ 1 million overflow parking lot



# Respondent Instructions

## III. Respondent Instructions

### A. Preparation of Statement of Interest

Statements of Interest must be complete, accurate, and free from ambiguity or irregularities of any kind. The only required submission is the Statement of Interest Form which is attached to this Request for Interest (RFI). Respondents are encouraged to complete the Statement of Interest Form utilizing the electronic (fill-in-the-blanks) form provided.

The City cannot and does not make any representation or warranty with regard to the information, data, documentation, and material conveyed in this RFI. As such, respondent is responsible for conducting its own independent investigation and analysis and making its own assessment, judgment, and decision regarding this opportunity.

Statements of Interest shall be non-binding on the City and the Respondent.

### B. Schedule

The schedule for this RFI process (which is subject to change) follows:

Issue date of RFI	January 3, 2025
Statement of Interest Form submission due date	January 31, 2025



### C. Delivery of Statement of Interest

The Statement of Interest must be submitted in a sealed envelope, clearly marked on the outside with the words “Statement of Interest Aeronautical Land at Concord-Padgett Regional Airport” and must be delivered to the City prior to the Statement of Interest submission due date at 3:00 P.M. Eastern Standard Time (EST). Email submissions will not be accepted. All Statements of Interest shall bear the name and address of the Respondent and be addressed and delivered to:

Mr. Dirk Vanderleest  
Aviation Director  
City of Concord  
9000 Aviation Boulevard  
Concord, North Carolina 28027

Any Statements of Interest received after 3:00 P.M. EST on the submission due date may not be accepted. Statements of Interest must conform to the requirements stipulated in this RFI. All Statements of Interest and other materials (if applicable) submitted by Respondent in regard to this RFI will become the property of the City and shall not be returned to the Respondent.

The City shall have the right to copy, disclose, publicize, and dispose of the Statements of Interest. The City shall be free to use any ideas, concepts, techniques, or plans provided by the Respondent without obligation for compensation or liability of any kind.

The City is subject to the North Carolina Public Records Law and all materials submitted by Respondent to the City are subject to disclosure. All information provided as part of any Statement of Interest will remain confidential only to the extent permitted by law and expressly agreed by the City in writing. Respondent specifically waives any claims against the City related to the disclosure of the Statement of Interest and any material submitted if made under a public records request.

### D. Non-Discrimination

The City shall not discriminate on the grounds of race, color, national origin, religion, sex (including pregnancy and gender identify), genetic information, age (40 and over), disability, or sexual orientation when evaluating the Statements of Interest.

### E. Financial Requirements

Upon selection, Respondent shall be required to submit a \$50,000 security deposit and proof of the ability to obtain a \$3,000,000 performance bond prior to initiating lease negotiations.



## F. Contact with the City and Others

Prior to submission of Statements of Interest, interested parties may contact Dirk Vanderleest at the below information to discuss any questions pertaining to this RFI. Otherwise, interested parties shall not contact the City, other employees, or advisors, or any City elected or public official or staff member regarding this RFI. A written addendum addressing any questions received from interested parties will not be provided during the RFI process.

In the event interested parties desire to tour the Airport and/or parcels, please contact Dirk Vanderleest at the below:

Mr. Dirk Vanderleest  
Aviation Director  
City of Concord  
(704) 920-5900  
vanderleestd@concordnc.gov





# Statement of Interest Form

## IV. Statement of Interest Form

A. Legal name: \_\_\_\_\_

B. Business or trade name (if applicable): \_\_\_\_\_

C. Type of entity (check one):

- Individual
- Sole Proprietor
- Limited Liability Company
- Corporation
- Partnership
- Other \_\_\_\_\_

D. Respondent’s primary office and contact information:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_ - \_\_\_\_\_

Email Address: \_\_\_\_\_

E. Respondent’s authorized representative and contact information:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_ - \_\_\_\_\_

Email Address: \_\_\_\_\_

F. Parcel of First Choice:

- Northern Parcel
- Southern Parcel

G. Parcel of Second Choice (if applicable):

- Northern Parcel
- Southern Parcel

H. Type of activity to be conducted (check all that apply):

- Non-Commercial Aircraft Storage
- Corporate Flight Department
- Aircraft Maintenance
- Avionics/Instrument Maintenance
- Aircraft Rental
- Flight Training
- Aircraft Charter
- Aircraft Management
- Aircraft Sales
- Other Commercial or Non-Commercial Aeronautical Activities (please describe):

\_\_\_\_\_



I. Proposed initial rent (per month):

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J. Proposed term and capital investment (if applicable):

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K. Projected annual fuel purchases (in gallons) from the City:

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L. Additional Comments (if desired):





# Appendix

## V. Appendix

### A. Basic Leasing Parameters for Corporate Hangars

- Ground Lease is for (20) years (maximum) with two five (5) year extensions.
- Aeronautical Lease rates: minimum of \$0.50 per square foot per year
- Minimum dimensions of aircraft storage hangar constructed shall be as follows for the lease areas noted:
  - 80' X 80"
- Ground lease areas provided shall be rough graded only.
- Hangars were constructed at cost to Lessee and fully amortized over the term of the lease. All improvements become the property of the City at the end of the lease agreement.
- Hangars shall comply with minimum standards and Lessee shall submit completed plans for the City of Concord Plan Review Process, obtain all permits as required by state and local agencies, and obtain a certificate of Occupancy prior to utilizing the hangar.
- Airfield access roads and utilities will be available from nearby locations. Connection fees and permit fees paid by Lessee.
- Fuel provided by City of Concord at market rates with discounts for monthly volumes.
- Signs, color, and design shall be submitted to the Aviation Director for review and approval. Hangar should be compatible with other hangars.
- Information will be required from the prospective Lessee as to aircraft to be stored, company or person that will be executing the Lessee, activities to be conducted and other information as required by the Aviation Director. Only the Lessee's aircraft can be stored in the hangar.
- Construction shall begin within 6 months and be completed within 18 months.