

**REQUEST FOR PROPOSALS (RFP)**  
**TERMINAL SOUTH**  
**REDEVELOPMENT**



**April 8, 2024**

## **I. PURPOSES**

The purposes of the Terminal South Redevelopment are to:

- Provide for the efficient development/redevelopment of airport property;
- Solicit proposal(s) demonstrating highest & best use of limited acreage available for development/redevelopment;
- Extend priority to proposals providing aeronautical services to the flying public;
- Insure design and construction of consistent, high-quality infrastructure;
- Protect and enhance airport investments.

## **II. SCOPE**

Jasper County, South Carolina d/b/a SkyBlue Aviation is seeking proposals from qualified persons or entities to provide hangars and associated structures to conduct select aeronautical services or personal storage hangars for the redevelopment of the Ridgeland – Claude Dean Airport, Terminal South. The Airport will enter into appropriate ground lease(s) and operating agreement(s) with the successful Proposer(s).

## **III. AIRPORT**

The Ridgeland – Claude Dean Airport (Airport) is located in Ridgeland, South Carolina and owned by the Jasper County Council. The County Council provides policy direction for the Airport through the County Administrator. Operational control of the Airport is vested in the Jasper County Administrator and further delegated to the Development Services Director. The Airport Manager and staff conduct the day-to-day business operations and maintenance of the Airport.

The Airport is classified by the Federal Aviation Administration (FAA) as a non-primary airport serving primarily the General Aviation sector. Jasper County provides Fixed Based Operator (FBO) services d/b/a SkyBlue Aviation and is responsible for providing aviation fuel and other aeronautical services at its sole discretion. The Airport has approximately 70 based aircraft; including 3 turbine aircraft. There are 42 aircraft storage hangars located on the field.

The Airport is a federally obligated airport and is a member of the National Plan of Integrated Airport Systems (NPIAS). A new 4,200-foot Runway 18/36 with parallel Taxiway Alpha was officially commissioned February 2020. The original Runway 03-21 was converted to Taxiway Bravo. A Medium Intensity Runway Lighting System (MIRL), Runway Identifier Lights (REILS) and Precision Approach Path Indicator (PAPI) are also available. An 84,000 square foot apron and 32-stall parking lot was opened in October 2020. A 3,600 square foot temporary terminal/FBO opened June 2022. An additional 84,000 square foot apron opened April 7, 2023. Future facilities to be constructed include:

- ✓ Aviation Fuel Farm
- ✓ Permanent Terminal/FBO Building
- ✓ Automated Weather Observation System (AWOS)
- ✓ RNAV GPS Instrument Approach - LPV
- ✓ T – Hangar Taxilanes and T-Hangars

**IV. OPPORTUNITIES FOR TERMINAL SOUTH REDEVELOPMENT**

The Airport has a need to establish reliable, defensible levels of service, incumbent of a full-service airport, catering to the flying public and the airport’s clientele, discriminating aircraft owners and commercial operators.

Terminal South is the legacy airport approximated by 76 acres comprised of the old Runway 03 – 21 paved by the State of South Carolina in 1960. There are 42 legacy hangars, privately owned, constructed in the intervening years.

The Airport is positioned in the high-growth area serving the South Carolina Lowcountry of South Carolina and the Coastal Empire of Georgia, with approximately 612,000 persons according to the 2020 Census. The County intends to select proposals based upon compliance with County standards pursuant to this Request for Proposals (RFP), needs of the airport, and County ordinances and regulations. After evaluation of each proposal on a case-by-case basis, the County intends to enter into ground lease agreement(s) with the selected proposer(s).

**V. MINIMUM STANDARDS**

The Proposer(s) shall demonstrate in their proposal(s) the ability to meet or exceed the airport “Minimum Standards for Hangar Construction”, Version May 10, 2019, adopted June 2019, and “Minimum Standards for Aeronautical Services.”

**VI. CONTRACT REQUIREMENTS**

The successful proposer(s) will be required to contract with Jasper County, South Carolina.

**VII. SELECTION COMMITTEE AND EVALUATION**

The County Administrator, Director of Development Services (Airport Manager) and Director of Administrative Services are the members of the selection committee and will evaluate the submittals received by the deadline.

**EVALUATION CRITERIA**

Design & Construction Timetable (20%)
Totality of proposal to provide Terminal South Redevelopment (30%)
Services, equipment and capital investment proposed. (50%)

**VIII. SELECTION OF SUCCESSFUL PROPOSAL**

The Selection Committee will select, in its sole discretion, the proposer(s) that the Airport desires to contract with for hangar development/redevelopment at the Ridgeland – Claude Dean Airport, Terminal South. Under the appropriate ground lease(s) and operating agreements, the selected proposer(s) will meet the Airport’s requirements for hangar and associated structures in accordance with airport “Minimum Standards for Hangar Construction’ as it may be modified through negotiations with the Airport and incorporated into the Terminal South Redevelopment Plan.

If the Airport and the selected proposer(s) cannot agree on contract terms or if the selected proposer fails to promptly execute design & construction of hangar(s) and associated structures agreement tendered, the Airport may abandon its discussions with the selected proposer(s) and select other proposer(s) by readvertising the RFP and/or selection from the current and subsequent list of proposers.

**IX. PROPOSAL DEADLINE**

Proposal deadline is August 31, 2024. Proposals will be evaluated continuously and awarded continuously until August 31, 2024.

RFP documents three (3) originals of which must be delivered via mail or in person, and marked “**3J1 Terminal South Redevelopment RFP**” on the outside of the envelope. Mailed documents must be post-marked no later than August 30, 2024. Documents must be complete and include the information requested in these instructions.

Please limit proposals to no more than eight (8) pages, single-sided (minimum 11-point font) including cover letter.

**X. PROPOSAL INQUIRIES**

All inquiries concerning technical requirements of this RFP or request for inspection of the airport facilities shall be directed by email to:

Danny Lucas  
Director, Development Services Division  
Jasper County Government  
[dlucas@jaspercountysc.gov](mailto:dlucas@jaspercountysc.gov)

**XI. SUBMITTALS**

Please submit RFP documents to:

Kimberly Burgess  
Director, Administrative Services Division  
Jasper County Government  
P.O. Box 1149  
358 3<sup>rd</sup> Avenue  
Ridgeland, SC 29936

**XII. EXHIBIT “A”**

The proposer(s) shall use Exhibit “A” as a guide to determine hangar construction opportunities for Terminal South Redevelopment. Exhibit “A” illustrates; but is not restrictive of hangar construction opportunities available to proposer(s). The red scalloped area is available for initial development/redevelopment. The area north of the red scalloped area is not available to this Request for proposals (RFP).

