DVT Fixed Based Operator RCS
Updated Business Information Meeting – Friday, October 9 at 10 a.m.
Meeting Questions – See Video Recording for Staff Responses

1. Can the City provide an update on the hangar development on the northeast parcel on the airport, and will the hangar developer be able to operate a fuel farm? *See video recording for staff response.*

2. With regards to jet fuel, how much of that is from Sky Harbour fuel tanks?
   Staff follow-up response compiled after meeting:
   The fuel sale data shared in the updated fuel statistics at the October 9th BIM did not include fuel sales from Sky Harbour LLC (dba DVT Hangars) since those fuel sales are contractual similar to the contractual fuel sales of the Cutter FBO.

   In 2025, DVT Hangar reported sales of approximately 59,584 gallons of Jet-A from July through December. A revised graph is included below. In 2026 from January through August, DVT Hangars has reported 241,988 gallons of Jet-A sold.

3. Is there a self-service facility? If so, how many gallons of av gas and jet contributed to self-service?
   Staff follow-up response compiled after meeting:
   There is a self-service Avgas facility operated by Sibran Properties LLC on the north side of DVT. In 2025, Sibran reported 145,166 gallons of AvGas sold at DVT out of a total of 1,037,553 gallons sold at DVT.

4. Does the scope include any technology services? i.e. technology services for MRO, etc.
   See video recording for staff response.

5. Are there any other parcels available for hangar development either on airport property or through the fence? If so, would these also have the right to fuel like Sky Harbour?
   Staff follow-up response compiled after meeting:
   The presentation outlined the status of other developments on DVT airport property. please visit DVT website for available on-airport property for development: https://www.deervalleyairport.com/

   There are two through-the-fence agreements at DVT, Northwest Industrial Airpark and Dillon Aero, Inc., which operate their own fuel facilities on their off-airport property. Fuel dispensed at these off-airport facilities are not included in the previously cited fuel statistics as they are not likely to contribute to the pool of fuel sales available to the FBOs. A summary of 2025 gallons dispensed at these off-Airport facilities can be provided upon request.

6. You mentioned the Cutter hangar project, how much of a hangar is proposed to be developed and when will construction start? *See video recording for staff response.*

7. Does the incumbent FBO currently hold the CAA (Corporate Aircraft Association) fuel contract? *See video recording for staff response.*

8. What are the ground transportation requirements for flight crew/medical courier logistics?
   Staff follow-up response compiled after meeting:
   Requirements to accommodate these services can be found in DVT Minimum Standards for FBOs. That document along with other airport resources can be accessed at the website here: https://www.deervalleyairport.com/tenants/airport-rules-regulations/

9. Does DV handle medical cargo/transplant flights? *See video recording for staff response.*

10. What is the City's timeframe for negotiating leases following the selection of a successful proposer? *See video recording for staff response.*

11. Does the City expect to make any changes to the existing minimum standards in the near future? *See video recording for staff response.*

12. Based on the previous question, do the total annual fuel volumes provided in the RFP include gallons associated with the Sky Harbour group and customers located within the industrial park hangars?
    Staff follow-up response compiled after meeting:
    No. Fuel Sales reported by Sky Harbour, LLC (dba DVT Hangars, Inc.) were not included in the original statistics presented at the Business Information Meeting on October 9th. Revised statistics for 2025 to include when DVT Hangars began operations at DVT in July 2025 are incorporated into the revised graph included below.

13. What is the timeline for construction on the northeast lot once negotiations are complete? *See video recording for staff response.*

14. Will your posted information include the appropriate contacts, name, phone number, as it relates to group transportation? i.e. flight crew. *See video recording for staff response.*

15. Is the northeast developer fuel farm only for their own tenants or will they be able to also offer to transients? *See video recording for staff response.*

16. What was the rationale to have a minimum standard that goes beyond self-fueling and allows a hangar developer to also sell to its tenants? *See video recording for staff response.*

(See video recording for staff responses)

Revised Fuel Sales – post Oct. 9th Business Information Meeting

