# Updated Business Information Meeting

## Fixed Based Operator (FBO) Opportunity at Deer Valley Airport

**October 9, 2026**




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# Success For Today's Meeting

- Time for questions will be available at the end of the presentation. Please submit your questions using the "chat" feature.

- Better than a screenshot, today's presentation and recording will be available at:



*Everything is subject to change until the Revenue Contract Solicitation (RCS) is released.*

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# Welcome

**Phoenix Airport System Mission:**

*We welcome the world to Phoenix through ambitious, sustainable airports that everyone loves.*

**Airport Business Development Goal:**

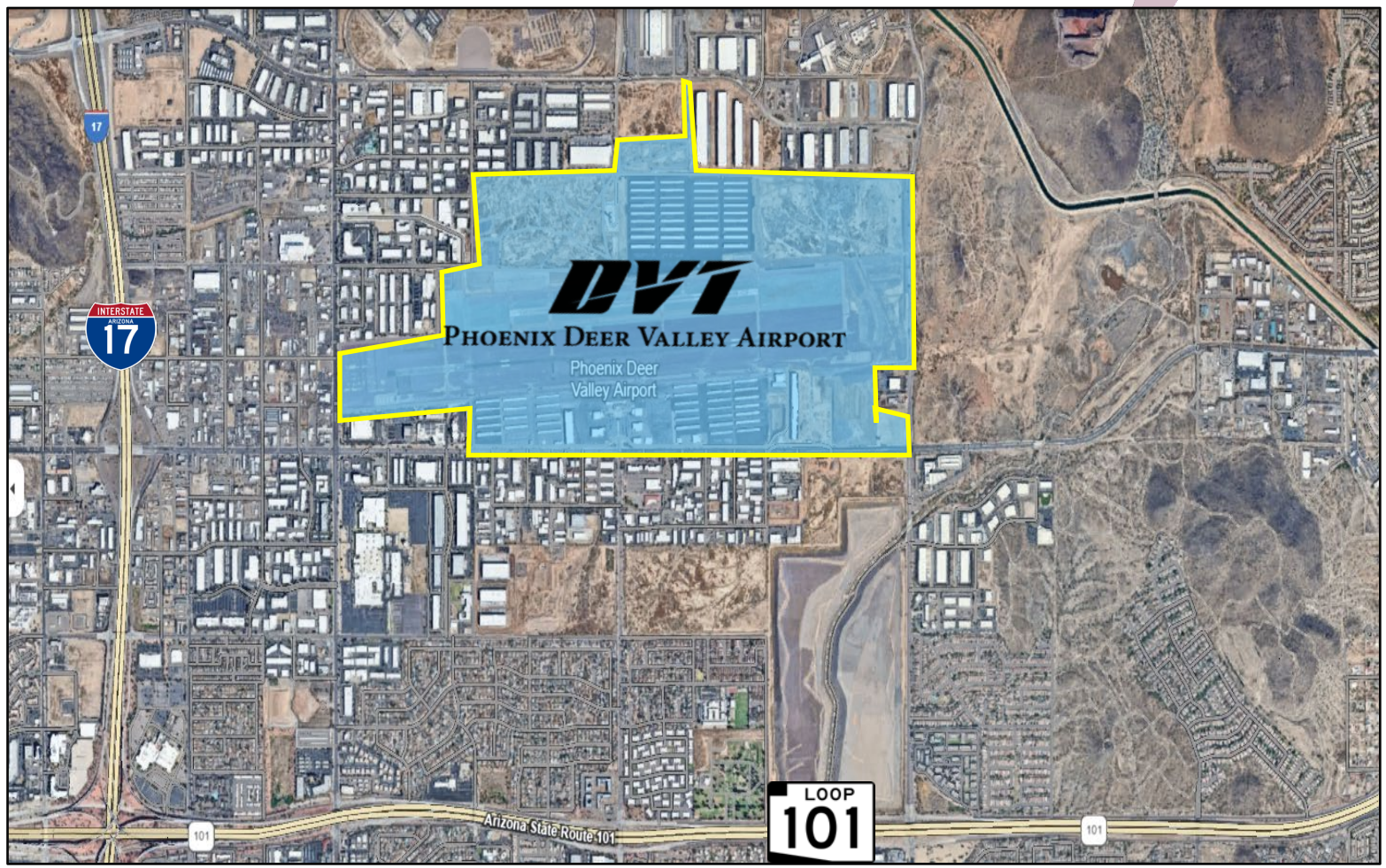
*To provide revenue opportunities for DVT to focus on self sufficiency in both operational and developmental cost recovery.*

# DVT Airport Overview

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# DVT Airport Profile

- **1,100 Based Aircraft**
- **914 Acres**
- **2 Runways**
  - 8,200 ft – 7R 25L
  - 4,500 ft – 25 R 7L
- **FAA Tower**:
  - Daliy Hours: 6AM-12AM
- **Major Freeways Access**:
  - Interstate 17
  - State Route 101




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# DVT Tenant Profile

- **Flight Training**
  - AeroGuard



- **Fixed Based Operator**
  - Cutter Aviation DVT




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# DVT Tenant Profile

## Government Tenants

CIVIL AIR PATROL
U.S. AIR FORCE AUXILIARY

PHOENIX POLICE AIR SUPPORT UNIT

ARIZONA GAME & FISH

## Commercial:

Hot Air Expeditions

## Maintenance and Repair Service:

WESTWIND

## Terminal Restaurant:

BARRIO BREWING CO.

## Self Fueling Station

SIBRAN

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# Businesses Near DVT



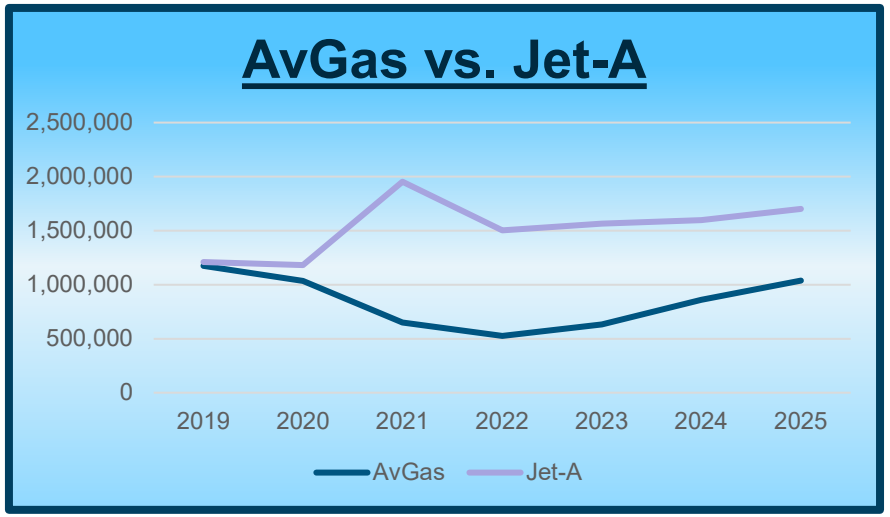

- USAA
- TSMC
- Amazon
- FedEx
- Northwest Industrial Airpark*
- Dillon Aero
- SIHI Developers

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# DVT Airport Development Plan



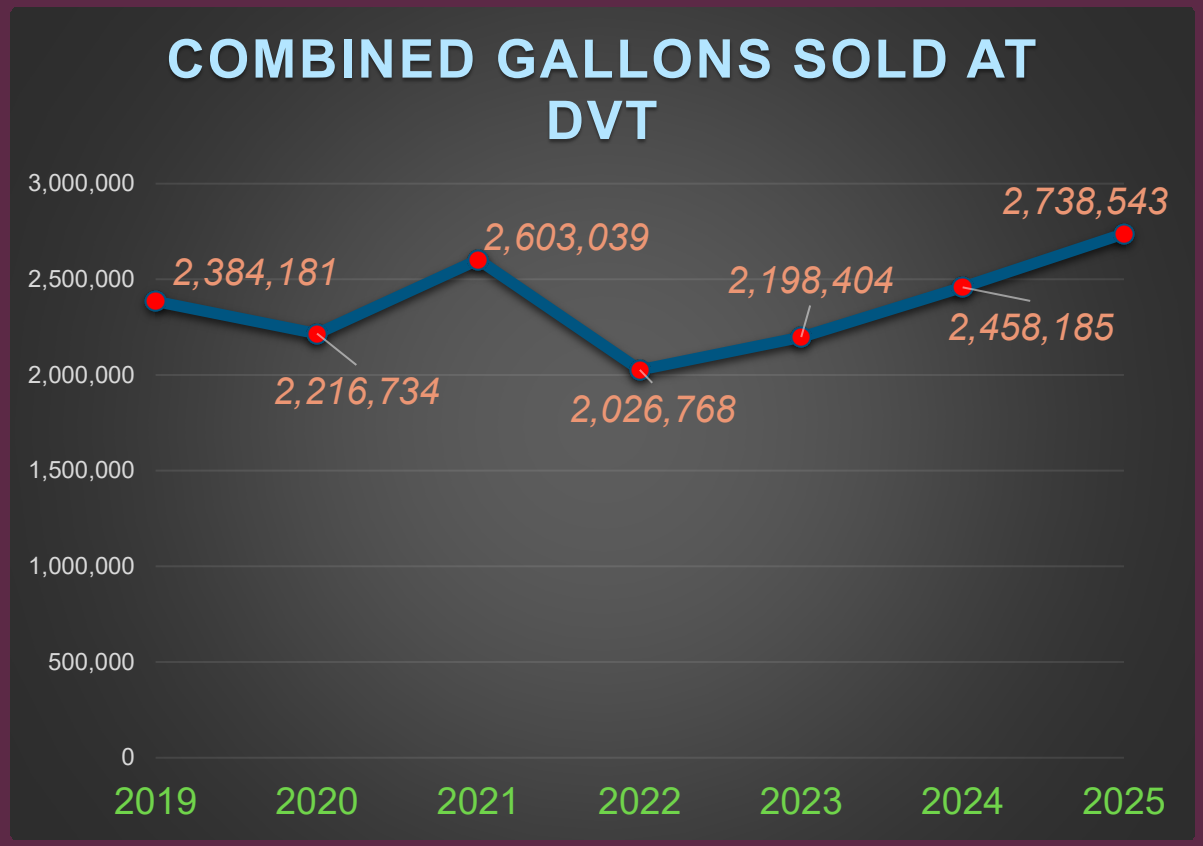

- In 2025, DVT reported more than 490,702 annual operations.
- DVT is one of the busiest general aviation airports in the United States.
- No other airports serve north Phoenix and the northwest Valley.




Deer Valley Pilots Association
DVPA

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# Fuel Gallons - DVT




- **CY 2020**
  - Decrease due to COVID
- **CY 2021**
  - Increase in GA flights activity due to limited Commercial Air Service flights
- **CY 2022**
  - Decrease due to Westwind Flight Training relocation to GYR Airport
- **CY 2023 – CY 2025**
  - Resumption of normal flight activity post-COVID

# Fuel Sales (2025) Updated

| DVT - TOTAL FUEL SALES | |
|---|---|
| AvGas - TOTAL | 1,037,553 |
| Flight School | 764,826 |
| Other | 127,561 |
| | |
| Jet-A | 1,700,990 |
| | |
| **TOTAL** | **2,738,543** |
| | |
| **TOTAL WITHOUT FLIGHT SCHOOL** | **1,973,717** |

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# Revenue Contract Solicitation

- FBO Site Development Opportunity
- Business Terms
- Sustainability Requirement
- Helpful Hints
- Timelines

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# FBO Development Opportunity

- Goal: To develop, build, operate, and manage a full-service FBO facility





- Per DVT FBO Minimum Standards, the FBO must offer:
  - Aircraft Fueling
  - Passenger, Crew, and Aircraft Ground Services
  - Aircraft Maintenance
  - Aircraft Storage
  - Aircraft Flight Training


In Contract Negotiations
N
Sky Harbour
Proposed FBO Site
Aeroguard Flight School
Cutter Aviation
Terminal

# FBO Development Opportunity

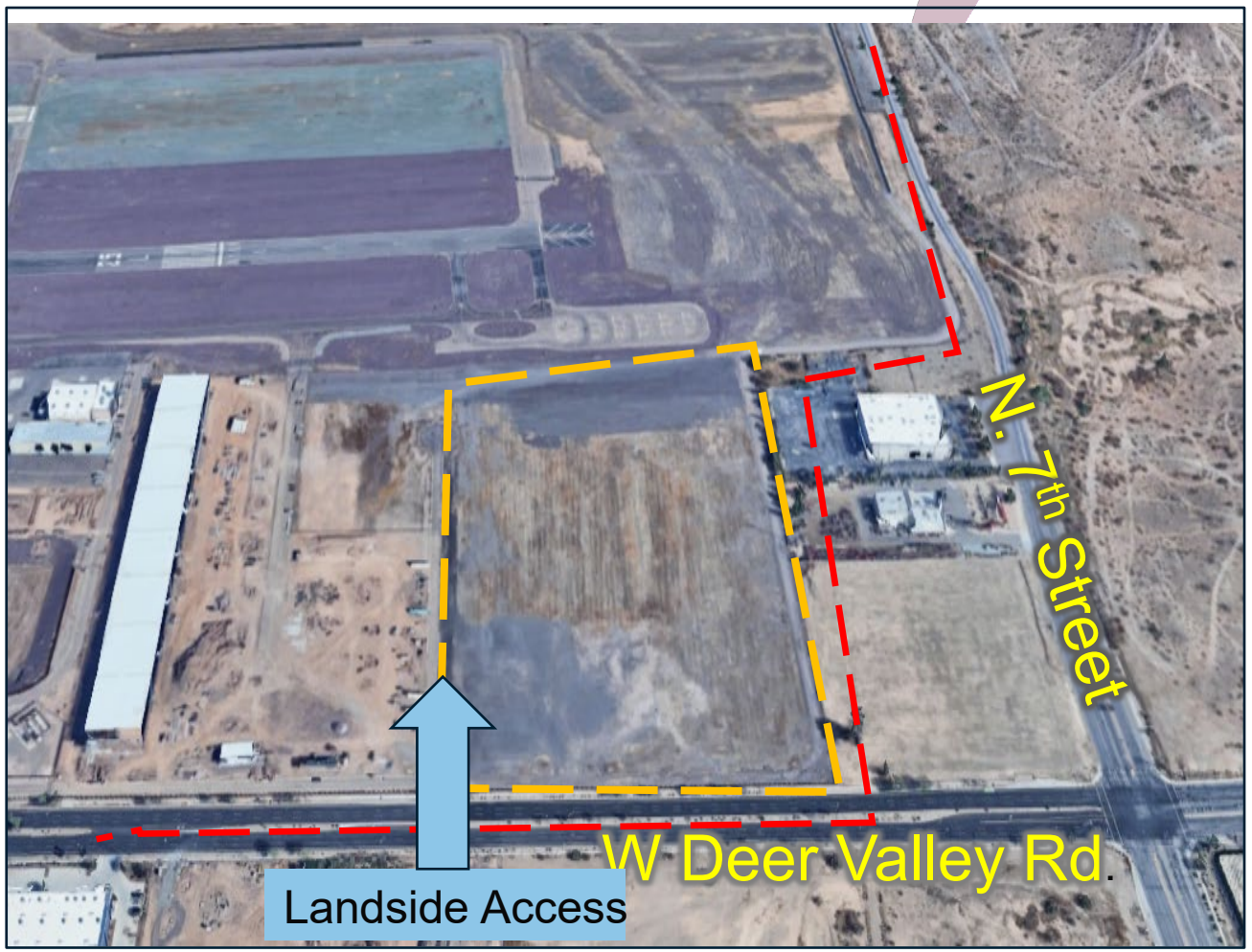
- Proposed Site: Total of 20-acres
  - Minimum 9 acres must be a FBO facility
- FBO Development must include:
  - Fuel Farm
  - Hangars
  - Ramp
  - Connectors
  - Parking




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# FBO Site Development Requirements

- Premises
  - *As-Is condition*
- Utilities
  - Water, Sewer, Electrical
  - Communication Service
- Taxilane Access from site to Taxiway D
  - Connector
  - Vehicle Access Road




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# FBO Site Development Requirements

- ✓ Compliance with Aviation Tenant Improvement process and all applicable laws and regulations
- ✓ *Phase I Environmental Site Assessment (ESA) complete*
- ✓ Maintenance, Repair, and Overhaul
- ✓ Aircraft Final Assembly
- ✓ Other aeronautical uses approved by Aviation Director.

# Proposed Business Terms

**Contract Term between 30 to 40 years:**

A. 30-year Term: based on developing only the minimum 9-acres for FBO facility and required supporting facilities

B. 40-year Term: based on developing the entire 20-acre parcel including 9 acres for FBO facility and required supporting facilities.

- Development can be accomplished in one to two phases of construction
- 24-month Development Period per construction phase
- Construction Phase One must include 9-acre FBO facility and required supporting facilities
- Remaining portion of the parcel must be developed within 48 months of the Ground Lease Effective Date
- Any portion of the parcel not under development after 48 months reverts back to the City

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# Proposed Business Terms

- **Ground Rent Rate**:

A. Portion of parcel developed for FBO facility

→ Ground Rent Rate of $0.65 per square foot

B. Portion of the parcel developed for other aeronautical uses*:

→ Right to Develop can be secured by paying 15% of the Primary Term Net Rent, or $0.0825 per square foot

→ Ground Rent abated during Construction Period for up to 24 months

→ Ground Rent after construction will commence at rate of $0.55 per square foot

* Other aeronautical uses subject to approval by Aviation Director

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# Proposed Business Terms

## Other fees payable to Aviation Department:

- **Fuel Flowage Fee**
  - current rate of $0.15 per gallon
- **Minimum Standards Fees for applicable Specialized Aviation Service Operators (SASOs)**
  - applicable fees based on type of SASO services

# Financial Return To The City

| | |
|---|---|
| Triple Net Rent to the City | |
| Net Rent Adjustment | Annual CPI or 3% Fixed |
| Market Rate Analysis | Every 10th year |
| Fuel Flowage Fees | |
| SASO Minimum Standard Fees | |

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# FBO Solicitation Details

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# Evaluation Criteria

- Proposed Capital Investment Plan
- Operations and Management Plan
- Proposed Design Concept of the FBO and Additional Aeronautical Facilities
- Method of Approach to Design, Build, and Operation of a Full Service FBO and Other Aeronautical Facilities
- Experience and Qualifications of Respondent and Its Partners

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# Sustainability & Green Business Partners

The program encourages participants to implement sustainable practices.

- Energy efficiency measures
- Waste reduction strategies
- Responsible sourcing practices
- Water conservation efforts

Learn more!



# Helpful Hints About The Solicitation Process

## Read

Entire **solicitation document** including the **Ground Lease Agreement and exhibits.**

## Attend

Pre-Response meeting

Monitor questions & submittal deadline

## Addenda

Review all Addenda and all Questions & Answsers (Q&As) for changes and new information to the solicitation

## Proposal Response

Your Proposal must be Responsive and in City-approved submittal format

* *On-Time Submission*
* *Page-Limitation*
* *Organize information by Tabs, etc.*

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# Timeline

Solicitation Issue Date: Spring/Summer 2027

Pre-Response Meeting & Optional Site Tour: Summer 2027

Proposal Due Date: *TBD 2027**

Phoenix City Council Award: *TBD 2028**

* *Final dates will be posted in Solicitation.*

*All Solicitation dates are subject to change.*

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# Events & Resources

Sarah Moratto
Small Business Engagement Manager
PHX DVT GYR

# Previous DVT Fixed Based Operator RCS Opportunity Outreach Events

## Individual Business Information Meetings

- April 28 & 29, 2025 ✓




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# Business Resources

Aviation Outreach Events

Aviation Business Website

Aviation Interest List

Vendor Registration

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## Have Questions?

## Contact Us!

busopps.aviation@phoenix.gov

(602) 273-3390

# Questions?



# Have More Questions? Contact Us

busopps.aviation@phoenix.gov



PHX Phoenix Sky Harbor International Airport

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