

**Paulding Northwest Atlanta Airport
RFP – Fixed Base Operator
Addendum 1**

Questions from Responder 1:

1. Is the current hangar development considered a fuel co-op based on your definition? It was my understanding that the FBO would not get any fuel sales from those hangars.

The corporate hangar development “Cardinal Pointe” being constructed east of the FBO is considered a fuel co-op.

Questions from Responder 2:

Fuel Sales & Flowage Fees

- 1. What are the historical fuel sales volumes (Jet A and Avgas separately) for 2022, 2023?**

	AvGas 100LL (gal)	Jet A (gal)
CY 2022	32,760.31	27,285.67
CY 2023	37,329.60	21,240.23

- 2. What are the year-to-date 2025 fuel sales volumes as of the most recent reporting period?**

	AvGas 100LL (gal)	Jet A (gal)
CY 2025 (Through 8/1/2025)	28,506.62	20,794.69

- 3. What is the County’s projected fuel sales volume for 2025?**

	AvGas 100LL (gal)	Jet A (gal)
CY 2025 (Projected)	50,000	38,000

- 4. How much total revenue (excluding hangar rent) is the County projecting for the FBO in 2025 based on these fuel volumes?**

Approximately \$450,000.

- 5. Given that the fuel farm land lease, depreciation, and required flowage fee total roughly \$0.75/gallon, how does the County envision the operator being able to maintain a sustainable margin with current volume levels?**

The successful applicant is expected to develop additional hangar facilities and recruit tenants to the Paulding Northwest Atlanta Airport.

- 6. Are there any existing self-fuel arrangements or private fuel farms on the airport?**

Yes, the Cardinal Pointe hangar development will have a fuel co-op program.

Lease Term & Fuel Farm Purchase

- 7. Why is the County requiring the fuel farm purchase, yet only offering a five-year lease term?**

The Paulding County Airport Authority (PCAA) is soliciting bids for the FBO RFP, not the County. As the PCAA is providing its own facilities to support the FBO (terminal building, ramp space, and fuel farm), the PCAA desires to have as much flexibility as possible with the successful applicant. By operating in the Airport's own facilities, the successful applicant will serve as a reflection of the Airport and the Community; therefore, it is imperative that the winning applicant demonstrate outstanding performance and customer service. Furthermore, the ability to purchase the existing fuel farm is expected to save the successful applicant approximately \$1,000,000 from having to design and construct their own fuel farm.

As per Section 3 of the RFP Document, *"Alternate terms may be considered. Any alternate terms should be justified by the Proposer on the basis of capital investment in the premises or on the ability to adequately amortize leasehold improvements. Any reductions in the term of the lease will be considered favorably."*

- 8. Is there any possibility of a longer lease term or renewal options to allow the operator to properly amortize the investment in the fuel farm?**

Yes, per Section 3 of the RFP Document, *"Alternate terms may be considered. Any alternate terms should be justified by the Proposer on the basis of capital investment in the premises or on the ability to adequately amortize leasehold improvements. Any reductions in the term of the lease will be considered favorably."*

Hangar Space & Rental Rates

9. What is the rental rate for the required 24,000 sq. ft. of hangar space?

The successful applicant will need to construct its own hangars. As such, the rental rate will be the ground lease rate of \$0.45 per square foot.

10. Are the hangars currently occupied and producing tenant revenue, or will the operator need to fill them?

See answer to Question 9. The operator will need to fill the hangars.