



April 9, 2018

**ADDENDUUM ACKNOWLEDGEMENT FORM  
ITB 2017-2018 06 ADDENDUM #1**

Proposal No: ITB #2017-2018-06  
Proposal Title: Lease of Aircraft  
Proposal Due Date: April 26, 2018 2:00 p.m. CST  
Questions Due Date: April 18, 2018 4:30 p.m. CST  
Proposal Opening: April 26, 2018 2:00 p.m. CST

PLEASE BE ADVISED THAT THE FOLLOWING CHANGES ARE APPLICABLE TO THE ORIGINAL SPECIFICATIONS OF THE ABOVE-REFERENCED RFQ:

This addendum includes the following:

**RESPONSE TO WITTEN QUESTIONS RECEIVED:**

**1. Question: General Conditions, Instructions, and Information, Item 21 Public Records**

If I write a proposal, I believe significant portions of that proposal will be trade secrets that are permanent exemptions to public disclosure. Does NWFSC want a copy of the Gulf Coast Aero Adventures proposal that has trade secrets redacted such that the redacted version be made available to the public?

**Response:** No.

**2. Question: General Conditions, Instructions, and Information, Item 27 Conflict of Interest**

(Confidential) In addition to my role as manager of Gulf Coast Aero Adventures, I, Christopher Dupin, also hold a position as an adjunct faculty member at NWFSC where I teach a private pilot ground school as part of NWFSC's Community Education effort. The Spring 2018 term is the first term the class has been offered and I unilaterally proposed the class to NWFSC before any knowledge of this RFP. Regardless of the results of this proposal, I intend to offer the ground school in the future. Your acknowledgement of the acceptability of this potential conflict of interest is requested. Related, is NWFSC willing to entertain an offer that includes providing a ground school even if it does not meet all requirements of Option E?

**Response:** Bidders would have to terminate any other relationships with the college. The college is not seeking to bid out any other services other than those in the document.

**3. Question: General Conditions, Instructions, and Information, Item 29(a) Taxes**

The general terms state "NWFSC does not pay sales taxes on direct purchases of tangible personal property." This proposal is to lease aircraft vice purchase tangible property, which incurs a 5.8% use tax in the State of Florida unless the leasing entity holds a Florida *Consumer's Certificate of Exemption* (DR-14). Can NWFSC please provide a statement or a DR-14 copy to offerors if NWFSC intends to be exempt from Florida use taxes?

**Response:** Yes, this proposal will be exempt from Florida use taxes.

**4. Question: Intent/Objective**

In the intent/objective statement, NWFSC states that "This two-year degree will progress the student from zero experience to the FAA Commercial Pilot Certificate (Airplane Single Engine Land & Airplane Multi-Engine Land.)" One of the biggest challenges that I foresee for NWFSC or an offeror is attracting and retaining flight instructors. Additionally, one of the first positions that new commercial pilots hold is that of flight instructor. I believe that NWFSC should plan for and include a flight instructor program (including flight instructor single engine, instrument flight instructor, and multi-engine flight instructor ratings) at the dawn of your program. These additional ratings can be had for the same lease and instruction costs that offerors propose for the current objective. Is NWFSC willing to include offers that propose instructor ratings?

**Response:** The College is working on a new Bachelor of Science degree that will incorporate.

**5. Question: Standards**

NWFSC states that the college will be using a ratio of one aircraft for each 15 students. Does the college know how many aircraft it intends to lease or its potential student load?

**Response:** Student enrollments will dictate the actual number of aircraft. The initial proposal will be to lease two SE aircraft and one ME aircraft with increased adjustments as needed.

**6. Question: Options A and C**

Does NWFSC currently have an aircraft repair facility such that it can accomplish maintenance stated in Options A and C? Instead, will NWFSC be contracting out to a local aircraft repair facility such as Emerald Coast Aviation or Monarch Aviation? If an award is made under Options A or C, will the owner get to direct which maintenance gets accomplished and which facilities are used? Though NWFSC may potentially perform or execute maintenance under Options A and C, it is not clear which party has maintenance control of the aircraft. Can NWFSC please specify which party has maintenance control of the leased aircraft under Options A and C.

**Response:** The College will assume the responsibility for determining the vendor for maintenance services. Offeror is always responsible for TBOs.

**7. Question: Course Flight Time Summaries**

NWFSC has proposed a training flow where a student has the following training times:

	Single Engine	Multi Engine
Private Pilot	53.5	0
Instrument Rating	0	32.5
Commercial Pilot	53	67

Confidential – Trade Secret) One of the biggest challenges potential pilots face is an extremely high cost of training. The proposed training flow has nearly 100 hours of multi engine time included where my research shows that most regional airlines require only 25 hours. To obtain a Restricted Airline Transport Pilot rating, a student must have 50 hours of multi engine time. However, airline training departments can achieve 25 hours of training time utilizing company-owned simulators. A success-factor for your new aviation program will be cost compared to other programs. I believe that a program that provides less multi engine time and more single engine time will provide a significant cost savings to both NWFSC and your students. Will NWFSC entertain a proposal that offers a different training flow with the objective of still providing “like new aircraft” but at a lower cost?

**Response:** Offeror has no part in determining program design.

**8. Question:** Single Engine Aircraft

NWFSC proposes to lease a modern C-172SP or PA-28-181 with Garmin G-1000 avionics that shall be capable of Instrument Flight Rules.

(Confidential – Trade Secret) The single engine aircraft requested by the school have an acquisition cost of roughly \$300K to \$500K. This will translate into high hourly costs when leased to NWFSC and higher tuition/fee costs for students. Total hourly costs for single engine aircraft billed to students that are above \$250 per hour are not uncommon in collegiate aviation programs. I believe I can provide a substantially lower cost aircraft that still meets the college’s goal for technology inclusion for private pilot training if my proposal can split private pilot training (which is predominantly Visual Flight Rules), instrument training, and commercial training. Can I propose aircraft specific to each course (private pilot trainer, instrument trainer, commercial trainer, etc.) provided that the college’s “marque aircraft” and “technology inclusion” goals are adhered to?

**Response: Single Engine Aircraft**

Proposer hereby proposes to lease to the college Cessna 172 or Piper Warrior (PA-28-181.) Said aircraft shall be in an airworthy condition for Instrument Flight Rules (IFR), able to operate in all classes of airspace and fit and ready for the college’s purposes of flight instruction.

Note: if the proposer wishes to propose a make and model other than the ones defined please include manufacture specification sheets on the proposed aircraft that include performance and operation data.

Said aircraft shall be equipped for flight instruction using an AHRS system acceptable to the parties hereto and in addition to the standard instrumentation and equipment, and shall contain at least the following operable equipment and be airworthy for IFR flight:

**Note: if the proposer wishes to propose an alternative to the required instrumentation, autopilot and radio equipment and date of manufacture listed below please include detailed specifications on the proposed aircraft.**

- A. A flight deck with a Garmin G1000 10-inch primary flight display (PFD) and a 10 inch or 15 inch multi-function display (MFD.)
- B. Dual integrated radio modules that provide IFR approved GPS (WAAS); VHF navigation with ILS; and VHF communication with 16-watt transceivers and 8.33-kHz channel spacing. Digital audio control panel.
- C. Integrated Mode S transponders with Traffic Information Service (TIS)
- D. Integrated solid-state Attitude and Heading Reference Systems (AHRS)
- E. Integrated digital air data computers
- F. Integrated ADS-B in and out
- G. Anti-collision beacon or equivalent
- H. Sun Visors
- I. A four place, panel mount intercom system with Push-to-Talk capability for both pilot and co-pilot
- J. A three point fuel primer or equivalent if not fuel injected
- K. Auxiliary power receptacle installed to factory specifications.
- L. Manufacture date of the aircraft shall not be more than seven (7) years old upon finalization of the lease contract.

**Response: Twin Engine Aircraft**

Proposer hereby proposes to lease to the college Piper Seminole (PA44-180) Twin Engine trainer. Said aircraft shall be in an airworthy condition for Instrument Flight Rules (IFR), able to operate in all classes of airspace and fit and ready for the college's purposes of flight instruction.

Note: if the proposer wishes to propose a make and model other than the one defined please include manufacture specification sheets on the proposed aircraft that include performance and operation data.

Said aircraft shall be equipped for flight instruction using an AHRS system acceptable to the parties hereto and in addition to the standard instrumentation and equipment, and shall contain at least the following operable equipment and be airworthy for IFR flight:

**Note: if the proposer wishes to propose an alternative to the required instrumentation, autopilot and radio equipment and date of manufacture listed below please include detailed specifications on the proposed aircraft.**

- A. A flight deck with a Garmin G1000 10-inch primary flight display (PFD) and a 10 inch or 15 inch multi-function display (MFD.)
- B. Dual integrated radio modules that provide IFR approved GPS (WAAS); VHF navigation with ILS; and VHF communication with 16-watt transceivers and 8.33-kHz channel spacing. Digital audio control panel.
- C. Integrated Mode S transponders with Traffic Information Service (TIS)
- D. Integrated solid-state Attitude and Heading Reference Systems (AHRS)
- E. Integrated digital air data computers
- F. Integrated ADS-B in and out
- G. Anti-collision beacon or equivalent
- H. Sun Visors

- I. A four place, panel mount intercom system with Push-to-Talk capability for both pilot and co-pilot
- J. A three point fuel primer or equivalent if not fuel injected
- K. Auxiliary power receptacle installed to factory specifications.
- L. Dual axis auto pilot.
- M. Manufacture date of the aircraft shall not be more than seven (7) years old upon finalization of the lease contract.

9. **Question:** References

(Confidential) The references paragraph states "contact with BoT members or staff members will disqualify proposer." Mr. Dennis Sherwood, NWFSC's Dean of Technical Education, is also a Designated Pilot Examiner (DPE) for the Federal Aviation Administration (FAA). As a flight training professional in the North West Florida area, I regularly send my students to Mr. Sherwood and contact him for debriefings on student performance. It is not feasible for me to refrain from contacting Mr. Sherwood as continued contact is necessary in my role as a flight instructor. Your advice is requested on how I should continue contact with Mr. Sherwood while not violating the intent of the proposal. As Mr Sherwood is one of only several DPEs in the area, I expect that other offerors in the region must contact him as course of their regular business.

**Response:** Mr. Sherwood does serve as an FAA examiner and perform those duties as an independent contractor not as a staff member of the College – proposal is not to be discussed with him.

**Question:** (Confidential) The references paragraph also instructs to not include NWFSC BoT members or staff members as references. As previously mentioned, I spearheaded the founding of a private pilot ground school at NWFSC. How can the evaluation team consider that aspect of my proposal without an internal reference? I recommend the following change in wording: "In cases where a proposer has performed an aviation-related service or function for NWFSC, proposers may provide a NWFSC staff reference."

**Response:** References are requested as a function of the proposal: Aircraft leases, previous experiences teaching for the college will not have any function on the evaluation of this proposal.

THIS ADDENDUM NOW BECOMES A PART OF THE ORIGINAL ITB.

THE ADDENDUM ACKNOWLEDGMENT FORM SHALL BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE, DATED AND RETURNED WITH THE RESPONSE.

COMPANY NAME: \_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_