

**REQUEST FOR PROPOSALS FOR LEASE OF PROPERTY AT 16231 WATERMAN DRIVE VNY AIRPORT
RESPONSES TO PROPOSERS' QUESTIONS/REQUESTS FOR CLARIFICATION**

Item	Question / Request for Clarification	Response
1	<p>The site adjacent to 16231 Waterman Drive appears undeveloped.</p> <p>1. Can the 16300 Daily Drive parcel be included in the RFP? Photo below.</p> <p>2. In not, will LAWA consider a proposal that includes both parcels?</p>	<p>1. No, LAWA has different plans for the parcel located at 16300 Daily Drive.</p> <p>2. No, one may only submit a proposal on the specific property outlined in the RFP document.</p>
2	<p>Request for clarification of highest & best use provisions of LAWA Land use Plan & why this location is suitable for helicopter operations.</p>	<p>Given the noise sensitivity of the surrounding community and the fact that current flight path to and from the RFP site creates the least amount of noise from low-flying aircraft, LAWA has determined that continued use of the site for helicopter operations remains the highest and best use.</p>
3	<p>Request for clarification for "giving assistance or accommodating current tenants" language in RFP</p>	<p>Please see language in the RFP document.</p>
4	<p>Is there available relocation space at VNY for private T-Hangars?</p>	<p>LAWA anticipates that the Proposer will confirm the availability of space for T-Hangars and coordinate any potential relocation of such structures.</p>
5	<p>Will LAWA discount the land rental rates for propeller uses similar to land rates offered the propeller park if the T hangar tenants are retained on the property?</p>	<p>No.</p>
6	<p>If pre-existing hazardous materials are discovered at this location, who will be responsible for remediation (tenant or LAWA) & will development and lease terms be extended if delays are caused by these remediation efforts?</p>	<p>LAWA will be responsible for all pre-existing contamination on the RFP site.</p>

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7	Why is the lease term only 5 + 15 years for a total of 20 years when other FBO operators (jet aviation) were granted a 30 year term? The 10 year reduction in term has a significant impact on the economics of this investment given the shorter amortization period for development projects.	See Addendum # 1 posted on LABAVN on 8/11/21.
8	The 24 month completion of construction clause in the lease is unrealistic given the current limitations/ constraints of LAWA engineering staffing and the regulatory (FAA, CEQA, Airport advisory groups, LA land planning) review process in addition to engineering and construction constraints in the marketplace today.	Under the attached Draft lease the CEO has the discretion to extend the completion date of the required improvements.
9	The \$1mm proposal bond is excessive given the complexities of this project and will further reduce any competitive process for this RFP.	The \$1,000,000 bond is a standard requirement for a potential development project of this magnitude.

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10	<p>According to the Administrative Requirements, if the bidder is a joint venture, then each entity (member) of the bidder must submit a Vendor Identification Form. Since the individual members of a JV will not be vendors to LAWA or receive any payments from LAWA:</p> <p>(a) Is it necessary for the individual members (as opposed to the bidder itself) to provide the Vendor Identification Form?</p> <p>(b) Is it necessary for the individual members (as opposed to the bidder itself) to provide a Payment Terms Code or a Business Tax Registration Certificate/Vendor Registration Number?</p> <p>(c) Is it necessary for the individual members (as opposed to the bidder itself) to submit evidence of exemption from withholding or indicate which form will be submitted to evidence a partial or full exemption from withholding requirements?</p>	<p>Yes, if the joint venture is the entity signing the Lease, all parties must comply with the Administrative Requirements.</p>
11	<p>If one of the members is a trust for an individual, is it permissible to omit that person's social security number in the response to the RFP because of privacy concerns given the public nature of these documents?</p>	<p>All parties' personal information is kept confidential.</p>
12	<p>Will LAWA accept comments to the Draft Lease when a bidder's proposal is submitted?</p>	<p>All questions for both the RFP and Draft Lease were due on the date stated on the cover page of the RFP.</p>

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13	In lieu of submitting financial statements, would the following alternatives be acceptable: a certification from the party's CPA, or by a bank officer familiar with the party's financial condition, stating that the party's net worth as of the date stated in the statement, is not less than [\$X million dollars] and the party's liquidity is not less than [\$Y million dollars]?	No. Audited financial statement is required.
14	For a member of a JV that is required to submit financial statements, would income tax returns in lieu of financial statements be acceptable if the financial statements do not currently exist for the member? If financial statements for a member of a JV do not currently exist and need to be prepared, would it be acceptable if the financial statements are limited to a balance sheet and income statement and do not include a statement of cash flow?	Yes, audited income statement and balance sheet. Please also submit ITR.
15	In lieu of submitting year-to-date financial statements, would it be acceptable to submit financial statements for the most recent quarter available together with a certification from the CFO that the financial condition of the party has not materially changed since the date of the most recent financial statements?	Prior year audited financial statement plus ytd financial statement is required.

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16	Each Proposer is required to sign Attachment G (Official Proposal Statement). Attachment G contains the following sentence: "The Proposer further warrants that if the proposal is accepted, the Proposer will contract with Los Angeles World Airports (LAWA) in the form of the Draft Lease and comply with the requirements of the RFP and Draft Lease." Since the Draft Lease has blanks and may be negotiated and revised, would it be acceptable to LAWA to replace this sentence with the following -- "The Proposer further warrants that if the proposal is accepted, the Proposer will contract with Los Angeles World Airports (LAWA) in the form of the Draft Lease as negotiated and agreed to by the Proposer and LAWA and comply with the RFP and Draft Lease as negotiated."?	No.
17	Item #3 of Attachment D (Financial Proposal Form) states that the City Buildings Acquisition Multiplier "[m]ust be equal or greater than 1.0". Will a Proposal be considered responsive if it includes a multiplier that is less than 1.0?	No.
18	Section 5B of the RFP states that the Proposer is to submit the \$1,000,000 security check or bond by PDF through the box link. Where should the original check be sent and when?	No original is needed until the completion of the RFP selection process.
19	Is it acceptable to include confidential information, including the bidder's trade secrets, which are marked confidential, to be placed in one or more separate files that will be submitted concurrent with the bid package?	Yes.
20	Does LAWA own the T-hangars and the Porta-Ports on the Premises? What is the occupancy of each hangar and porta-port?	No.

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21	Attachment E to the RFP provides a URL to the Proposal Document Submittal on Box.com. However, a unique URL is not provided to the 'data room' referred to Section 2.E - Additional Data and Information. Is there a 'data room' for this RFP, and if so, what is the URL to the LAWA "Data Room" on box.com and what is the password?	There is no data room for this RFP.