

# Request for Proposals

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Sublease and Development of Zulu Development Area  
at Tulsa Riverside Airport, Tulsa Airports Improvement  
Trust, Tulsa, Oklahoma

Daniel Regan

TULSA AIRPORTS IMPROVEMENT TRUST | 7777 AIRPORT DRIVE

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# Tulsa Airports Improvement Trust

## Tulsa Riverside Airport

### RFP for Sublease and Development of Zulu Development Area

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## Section 1: Objective

Tulsa Airports Improvement Trust (TAIT) is soliciting proposals for the long-term land sublease and development of improvements for Aeronautical Use (as defined by the FAA) located within the Zulu Development Area (see Appendix 1) at Tulsa Riverside Airport. The selected proposer will be required to enter into a ground sublease and development agreement with TAIT at an agreed-upon lease rate and term.

## Section 2: Airport

Tulsa Riverside Airport (RVS) is owned by the City of Tulsa and operated by Tulsa Airports Improvement Trust. It is located in the Southern portion of the City of Tulsa, adjacent to the Arkansas River (on the east) and the City of Jenks (on the south). RVS was established in 1958 to alleviate congestion and overcrowding that was beginning to occur at Tulsa International Airport (the primary commercial airport in the region). The Airport is now an important element of the national airport system and an integral component of the transportation infrastructure for the region.

RVS is an excellent aviation facility and represents a significant economic asset to the region. Additionally, the Airport provides benefits to local businesses and industry, promotes tourism, and encourages additional economic development and expansion throughout the region.

RVS is the busiest in the state in terms of aircraft operations, with roughly 263,000 operations for the calendar year 2025 with 1.2% forecasted growth over the next 20 years.

Currently there are two Fixed Base Operators (“FBOs”) on the airfield that provide full-service fuel to users. There are 396 based aircraft at the Airport, of which there are 315 single engine aircraft, 39 multi engine aircraft, 33 jets, and 9 helicopters.

The Airport has three runways, the largest being Runway 1L/19R, which is 5,101 feet long and 100 feet wide. The Airport Master Plan contemplates a runway extension of an additional 600 feet off each end, providing additional length for aircraft departures.

The primary user of RVS is student/training traffic, with five flight schools based at the Airport. There are also numerous business charter aircraft utilizing the Airport.

## Section 3: Development Site Details

Tulsa Airports Improvement Trust (“TAIT”) is soliciting proposals for the long-term land sublease and development of aeronautical facilities within the Zulu Development Area at Tulsa Riverside

Airport (see Appendix 1). The Zulu Development Area is intended to support aviation-related development that is compatible with airport operations, airport planning documents, and applicable FAA requirements.

Proposals submitted in response to this RFP are expected to involve Aeronautical Use. Uses that are not aeronautical in nature, or that do not directly support aviation activity, are not the objective of this solicitation. Proposed developments should demonstrate a clear relationship between the planned improvements and the Aeronautical Use activity to be conducted at the site.

The Zulu Development Area comprises approximately 79,000 square feet of land located east of Taxilane Zulu, between Taxilanes KK and TT. The site represents a prime opportunity for aeronautical development at one of the most active general aviation airports in Oklahoma. The land is not offered for sale and will remain under TAIT ownership, subject to a long-term ground sublease with the selected proposer.

In evaluating proposals, TAIT's interest is in development concepts that:

- Support existing and future aeronautical operations at Tulsa Riverside Airport;
- Are compatible with surrounding airport uses and operational constraints;
- Are feasible from a design, construction, and funding perspective; and
- Provide long-term value to the Airport and its users.
- Generates a sustainable revenue stream which supports the operations at Tulsa Riverside Airport.

Additional site information, including more detailed layout, lease boundaries, height restrictions, utilities, setbacks, and other development constraints, is available upon request.

The Zulu Development Area is not a standard, pre-improved lease site and is expected to require significant private investment to support new aeronautical development. Because the scope, scale, and operational characteristics of potential developments may vary substantially, the lease rate for this site is not pre-set at a published standard rate.

Although TAIT maintains published sublease rates for RVS, those published rates are not intended to apply to this solicitation. Proposed lease rates and lease terms are expected to be commercially reasonable for aeronautical development of this nature and to reflect the proposed use, level of private investment, and anticipated duration of the development. TAIT intends to evaluate proposed rates and terms in a comparative manner.

TAIT intends to consider proposed lease rates in the context of the overall development concept, anticipated aeronautical activity, level of private investment, and long-term value to the Airport. Any lease rate ultimately agreed upon is expected to be reasonable, non-discriminatory, and consistent with applicable airport policies and federal requirements.

## Section 4: Proposal Requirements

Proposals must include the following items:

1. Bid Price for sublease – The amount the proposer is offering to pay per square foot, per year for the leased premises.
2. Proposed Development for Aeronautical Use – Details of the proposed aeronautical development for the Zulu Development Area, including a schedule of design and construction for the proposed project.
3. Aeronautical Activity – Provide a summary of the type of aeronautical activity that will be supported by the development, as well as whether it will be developed for private hangar or commercial use. If applicable, identify the intended aircraft to be based at the site and confirm compliance with applicable FAA registration and inspection requirements.
4. Proposed Sublease Term – The proposed term for a long-term land lease, including proposed renewal option terms. Note: The standard Sublease Term at RVS is 20 years with one 5-year option to extend.
5. Confirmation of Funding – Documentation or statement verifying the proposer’s ability to fund the proposed development.
6. Team Experience – Include background information on the project team which highlights their ability to deliver the proposed development.
7. Acknowledgment of Sublease Requirement – A signed statement acknowledging that Lease of the Zulu Development Area is contingent upon entering into TAIT’s ground lease.

## Section 5: Reservation of Rights

Tulsa Airports Improvement Trust (“TAIT”) reserves all rights available to it under applicable law, including, without limitation, the right to:

- Reject any or all proposals, in whole or in part, for any reason or for no reason;
- Waive, modify, or correct minor irregularities, informalities, or technical defects in any proposal, provided such action is determined by TAIT to be in its best interest;
- Request clarification, additional information, or supplemental materials from any proposer, or to permit corrections to proposals, where TAIT determines such action to be appropriate;
- Conduct discussions or negotiations with one or more proposers, or to select a proposer without conducting discussions;
- Suspend, cancel, or modify this RFP, in whole or in part, at any time prior to execution of a sublease or development agreement, without incurring liability to any proposer;
- Accept a proposal that, in TAIT’s judgment, best serves the interests of the Airport and the public, even if that proposal is not the highest-priced or does not maximize any single evaluation factor.

Submission of a proposal does not create any obligation on the part of TAIT to select a proposer, enter into negotiations, or execute a lease or development agreement. All costs incurred in the preparation and submission of a proposal are the sole responsibility of the proposer.

## Section 6: Pre-Proposal Conference

TAIT will not hold a pre-proposal conference. Any questions or inquiries concerning this RFP should be submitted the Tulsa Airports Improvement Trust Director of Real Estate & Development, Daniel Regan, by e-mail to [DanielRegan@flytulsa.com](mailto:DanielRegan@flytulsa.com) at least one (1) week prior to the Proposal Due Date (question and inquiry deadline of April 2, 2026). All questions and answers will be published as addenda to this RFP.

## Section 7: Proposal Deadline

Proposals must be received by TAIT no later than 3:00 PM on April 9, 2026 (“Proposal Due Date”).

Proposals may be mailed to or personally delivered to:

Tulsa Airports Improvement Trust  
Re: Proposal for Zulu Development Area  
7777 Airport Drive  
Room A-211, Passenger Terminal Building  
Tulsa, OK, 74115  
OR  
P.O. BOX 581838  
Tulsa, Oklahoma 74158

Alternatively, proposals may be sent via email to: [DanielRegan@FlyTulsa.com](mailto:DanielRegan@FlyTulsa.com)

Costs for developing proposals in response to this RFP are entirely the obligation of the proposer and shall not be charged in any manner to TAIT.

## Section 8: Evaluation Criteria

TAIT staff will evaluate all proposals submitted prior to the Proposal Deadline based on the following criteria:

- Compatibility with Aeronautical Operations. .
- Quality and Feasibility of Proposed Development.
- Financial Capability and Investment
- Sublease Rate and Term Structure
- Experience and Qualifications of the Proposer
- Overall value to the Airport and the Airport’s Users.

Proposals that do not demonstrate conformance with applicable Airport Minimum Standards are subject to rejection or reduced consideration.

Proposal Evaluation and Selection Criteria: Written proposals will be evaluated based upon the following criteria (the weighting or value associated with each element has been identified following the criteria to give Proposers an idea of the relative importance of each element to TAIT).

Objective: It is TAIT's intention to solicit proposals from qualified proposers; to evaluate said proposals; to negotiate terms and fees; and to award a Sublease agreement to the Proposer whose proposal is determined to serve in the best interest of TAIT.

Evaluation and Recommendation: An evaluation committee (“Committee”) will consist of representatives of TAIT . TAIT reserves the right to request additional information and clarification of any information submitted, including any omission from the original proposal. All proposals will be treated equally with regard to this item.

The evaluation will be based on the comparative fulfillment of the criteria where zero (0) is non-responsive and 10 is the highest score. Total scoring is a mathematical extension of the criteria score times weight. The following evaluation criteria have been established to determine which Proposal will best contribute to the overall goals of TAIT.

#	Element	Description	Weight or Value %
1	Compatibility with Aeronautical Operations	Degree to which the proposed use, facilities, and operations align with aeronautical activity at Tulsa Riverside Airport and surrounding airport operations	20%
2	Quality and Feasibility of Proposed Development	Suitability of the development concept, including design approach, development schedule, and operational feasibility	20%
3	Financial Capability and Investment	Demonstrated ability to fund and deliver the proposed development, including the level of private capital investment	15%
4	Sublease Rate and Term Structure	Amount of the proposed sublease rate and length of proposed term.	20%
5	Experience and Qualifications of the Project Team	Relevant experience of the proposer and its team in delivering comparable aeronautical developments	5%
6	Overall Value to the Airport and Its Users	Long-term benefit to Tulsa Riverside Airport and its users, including operational, economic, and strategic considerations	20%

Proposals that do not demonstrate conformance with applicable Airport Minimum Standards are subject to rejection or reduced consideration.

## Section 9: Notice

### **Title VI Solicitation Notice:**

As a condition of a grant award, the Sponsor shall demonstrate that it complies with the provisions of Title VI of the Civil Rights Act of 1964 (42 U.S.C. §§ 2000d et seq) and implementing regulations (49 CFR part 21) including amendments thereto, the Airport and Airway Improvement Act of 1982 (49 U.S.C. § 47123), the Age Discrimination Act of 1975 (42 U.S.C. 6101 et seq.), Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. § 794 et seq.), the Americans with Disabilities Act of 1990 (42 U.S.C. § 12101, et seq.), U.S. Department of Transportation and Federal Aviation Administration (FAA) Assurances, and other relevant civil rights statutes, regulations, or authorities, including any amendments or updates thereto. This may include, as applicable, providing a current Title VI Program Plan to the FAA for approval, in the format and according to the timeline required by the FAA, and other information about the communities that will be benefited and impacted by the project. A completed FAA Title VI Pre-Grant Award Checklist is required for every grant application, unless excused by the FAA. The Sponsor shall affirmatively ensure that when carrying out any project supported by this grant that it complies with all federal nondiscrimination and civil rights laws based on race, color, national origin, sex, creed, age, disability, genetic information, in consideration for federal financial assistance. The Department's and FAA's Office of Civil Rights may provide resources and technical assistance to recipients to ensure full and sustainable compliance with Federal civil rights requirements. Failure to comply with civil rights requirements will be considered a violation of the agreement or contract and be subject to any enforcement action as authorized by law.

## Section 10: Commissions

This RFP is not eligible for brokers' commissions or other compensation.





# Appendix 2

## Acknowledgment of Sublease Requirement

### Zulu Development Area – Tulsa Riverside Airport

The undersigned proposer acknowledges and agrees that:

1. The Zulu Development Area is an informally demarcated area of the Tulsa Riverside Airport and owned by the City of Tulsa, and Operated by the Tulsa Airports Improvement Trust (“TAIT”) and is not offered for sale.
2. Any sublease of the Zulu Development Area is contingent upon the proposer entering into TAIT’s standard ground sublease, together with any related development agreement required by TAIT.
3. Submission of a proposal in response to this Request for Proposals does not create any right or entitlement to a sublease absent execution of a ground sublease and related agreements acceptable to TAIT.
4. The proposer has reviewed the RFP and understands that lease terms are subject to negotiation, approval by TAIT, and applicable federal, state, and local requirements.

By signing below, the proposer confirms this acknowledgment as part of its proposal submission.

**Proposer Name:** \_\_\_\_\_

**Authorized Representative (Printed Name):** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_