

Statement of Qualifications for **Professional Services for Taos Regional Airport**

RFP No. 23-24-02

August 23, 2023



Submitted To:
Town of Taos
Public Works Department
bandrea@taosnm.gov

Submitted By:
Delta Airport Consultants, Inc.
7804 Pan American Freeway NE, Suite 4
Albuquerque, NM 87109
(505) 797-4921



Table of Contents

2. Executive Summary Statement	1
Company Overview	1
Primary Contact Person	1
Experience and Expertise	2
3. Detailed Proposal	3
Specialized Design	3
Experience with the Federal Aviation Administration (FAA)	7
Experience with the NMDOT-Aviation Division	7
Capacity and Capability	8
Project Team Organization and Working Relationships	11
Subconsultants	17
Past Record of Performance	18
Evidence of Scope Understanding	20
Proximity to and Familiarity with Site Location	22
Volume of Work Previously Done	22
4. Bid Sheet/Pricing Proposal	23
5. Customer References	24
6. Signed Proposal Certification	25
7. Method of Award	26
8. Signed Campaign Contribution Form	27
9. Proof of Insurance	30
10. Other Applicable Supporting Materials	32
Reputation for Integrity and Competence	32
Required Federal Forms	34
Project/Contract Listing Form	38





2. Executive Summary Statement

Delta Airport Consultants, Inc. is pleased to submit our Statement of Qualifications to the Town of Taos for Airport Engineering Services at Taos Regional Airport. Delta is uniquely qualified to provide the Town with airport engineering, planning, and environmental services as well as to meet your other airport consulting needs.

Primary Contact Person

Ms. Cheryl Rodriguez, C.M.
Facility Manager
P: (505) 797-4921
E: CRodriguez@deltairport.com
7804 Pan American East Freeway NE, Suite 4
Albuquerque, NM 87109

Company Overview

Delta was established in 1978. We practice exclusively in the airport industry and possess a deep understanding of airport design, regulations, and procedures. We work regularly with the FAA and the New Mexico Department of Transportation (NMDOT). We understand how to efficiently and effectively get airport projects across the finish line.

Delta specializes exclusively in aviation and provides a variety of airport development services, including:

- AIRPORT ENGINEERING:** a broad range of airside and landside design services
- CONSTRUCTION MANAGEMENT:** construction administration, observation, and field services
- PLANNING & ENVIRONMENTAL:** master plans, environmental assessments, and other studies
- PROGRAM MANAGEMENT:** program definition, funding strategies, and grant administration
- BUSINESS & FINANCIAL PLANNING:** including business plans, minimum standards, and lease agreements

The firm has over 95 professionals located in nine offices across the country, including our headquarters in Richmond, VA; and offices in Albuquerque, NM; Oklahoma City, OK; Fort Worth, TX; Cleveland, OH; Atlanta, GA; Charlotte and Raleigh, NC; Harrisburg, PA.

In our 45 years, Delta has worked on thousands of projects for hundreds of clients. These projects have ranged from small, straight-forward efforts like PAPIs and wind cones to complex, high-impact projects such as runway rehabilitations and extensions. Our diverse and talented staff possesses a broad base of knowledge about the aviation industry. This comprehensive understanding of the challenges that face airports creates a unique perspective and allows us to provide a wide array of consulting services to our clients. Our in-house talent includes:

46 Graduate Engineers	Industry Leaders, including the past chair of Airport Consultants Council (ACC), technical panel leaders, and conference presenters	American Association of Airport Executives (AAAE): 27 Certified Members (CM) 2 Accredited Airport Executives (A.A.E.) 4 A.C.E. Certified Employees	Advanced Degree Professionals, including Aviation Management and MBAs	LEED® Green Associates and LEED® AP
20 Pilots	Former Airport Managers and FAA Directors	2 Certified Members of the American Planning Association's (APA) American Institute of Certified Planners (AICP)		





Experience and Expertise

Delta has a deep understanding that no two clients are the same, and we have developed an appreciation for listening to our clients to develop solutions that meet each one's unique needs. We understand that the Taos Regional Airport is a gateway into your community. We want to help you succeed and stand ready to help the Town of Taos grow the Airport for the future.

The following points distinguish our firm:

SOLID ENGINEERING SOLUTIONS

We have 46 graduate engineers and 25 licensed professional engineers who are available to help meet your development needs. Many of our professionals have been working in the airport development field for their entire professional careers and have experience addressing issues such as your local acidic soils and recent water quality standards within an airport environment.

PLANNING AND ENVIRONMENTAL SOLUTIONS

Delta involves key stakeholders throughout the planning and environmental process to ensure successful projects. Working with the various agencies allows for buy-in on solutions to challenges and helps the agencies understand the unique requirements associated with airports.

PROVEN PROGRAMMING STRATEGY

Getting airport development across the finish line requires knowledge of funding eligibility, long-standing relationships, and a touch of creativity. We work regularly with the New Mexico Department of Transportation (NMDOT) and the Federal Aviation Administration (FAA) and can help you get the job done.



PILOTS' PERSPECTIVE

We have 20 professional staff that are licensed pilots who understand the nuances of aviation and appreciate the needs of your flying customers.

RELIABLE ADVICE

Oftentimes, the challenge of the day could be tweaking your minimum standards, reviewing your lease agreements, creating alternative revenue sources, or pitching to the next economic development target. Delta's in-house team includes professionals with operational, financial, and community expertise. You can count on us for solid solutions.



3. Detailed Proposal

Specialized Design

Below and on the following pages we have provided examples of our recent airport experience.

On-Call Aviation Consulting Services, Truth or Consequences Municipal Airport (NM)

Delta was re-selected for On-Call Services at Truth or Consequences (TCS) Municipal Airport in 2022. The Delta team is currently working on the design of the **rehabilitation of the terminal apron, which includes an expansion of the terminal apron to accommodate improved aircraft circulation and aircraft self-fueling opportunities.**



Replace Fuel Farm

The existing fuel farm at Truth or Consequences Municipal Airport was in poor condition and no longer met Environmental Protection Agency (EPA) or New Mexico Environment Department regulations for above ground fuel farms. Rehabilitating the existing fuel farm to bring it up to current standards was not possible; therefore, a new fuel farm was designed and constructed in a new location. The new location allows for improved aircraft circulation and for future apron expansion. A new system was installed with two 12,000-gallon tanks, one each for Jet A and Avgas. The project required site preparation for the construction of a new facility to support the two tanks as well as provide a containment area for the loading and off-loading of fuel trucks. The final phase (Schedule 3) involved the demolition and removal of the existing 6,000 gallon above ground Jet A tank and 4,000 gallon above ground Avgas tank and equipment. In order to accommodate the general aviation users, a 1,000-gallon Avgas self-fuel dispensing system facility was installed in the final phase. This facility was placed in a temporary location until the Airport is able to complete the apron expansion. Once the apron is expanded, the facility can be relocated to a permanent location.

Rehabilitate Runway 13-31, T-Hangar Taxilanes, Taxiway B, and Apron

Runway 13-31, the T-hangar taxilanes, Taxiway B, and portions of the terminal apron were in poor condition due to the cracking and raveling of the asphalt surfaces. The project included the cleaning, filling, and sealing of both longitudinal and transverse cracks, the application of an emulsified asphalt seal coat, and the remarking of the runway and taxiway. By providing minor rehabilitation to the runway, taxiway, apron, and taxilanes, the Airport was able to improve airfield safety by reducing the amount of foreign object debris (FOD) and extending the pavement life before major rehabilitation was required.

Airport Business Plan

In an effort to support and advance the City of Truth or Consequence's vision for its airport, Delta was retained to undertake the development of a business plan to examine strategies to: increase the overall flow of revenue from airport operations, reduce costs, and understand the potential impacts to the Airport's financial and operational performance as the result of the construction and operation of Spaceport America.

The foundation for this work effort examined historical/current airport revenues and expenditures, forecasting future financial outcomes, benchmarking TCS against peer facilities, and formulating recommendations for consideration by the City Council. Delta assessed TCS's budget and financial structure and provided recommendations associated with enhancing performance and/or cost controls. In the course of this project, Delta interviewed key airport officials to gain an understanding of the current legal documents and agreements which affect the financial management of TCS and also reviewed financial and budget documents. This led to the development of an analysis of TCS's overall expense and revenue performance to formulate strategies and policies that the City could pursue to further enhance the flow of revenue and/or implement cost controls. A five-year forecast of operating revenues and expenses for TCS along with a capital plan that identified potential revenue enhancements and/or cost containment measures for TCS were also presented.





On-Call Aviation Consulting Services, Los Alamos County Airport (NM)

Delta has provided On-Call Services at Los Alamos County Airport (LAM) since 2006. Our project history with the Airport includes:

- Airport Drainage Improvements
- Airport Master Plan Update
- DBE Plan Update
- Runway 27 Extension
- Heliport Study
- Runway 27 PAPI Installation
- Runway 9-27 Pavement Preservation
- Taxiway C and F Rehabilitation
- Perimeter Fence Replacement

Relocate Taxiway F, Preliminary Engineering

Delta is currently preparing the Preliminary Engineering Report (PER) to identify the work necessary to bring Taxiway F up to current FAA design standards as well as identify future hangar development options, including an equipment maintenance building. The impacts of reconstructing Taxiway F include:

- Relocation of the tenants in the 13 hangars adjacent to the existing Taxiway F
- Demolition of the existing hangars adjacent to Taxiway F
- Redevelopment of the transient apron adjacent to the terminal building
- Redevelopment of the apron adjacent to the existing T-hangars
- Reconfiguration of the terminal access road and parking areas

This type of safety improvement is considered to be a priority with the FAA; however, it is a complex project as it not only requires a thoughtful approach to construction phasing, but it also requires a realistic phasing program in order to maximize the ability to obtain funding.

The on-going PER will take all of these elements into consideration and a new Airport Capital Improvement Plan (ACIP) will be developed that will allow the County to leverage federal, state, and local funds for the West Area Development.



Perimeter Fence Replacement

The perimeter fence at LAM was designed to ensure security and safety for the public. The project replaced approximately 7,020 linear feet of perimeter fence around the Airport. Approximately 6,010 linear feet of vinyl coated fencing and 1,250 linear feet of galvanized chain link fencing was installed. The project also included the installation of four pedestrian gates, two automatic sliding vehicles gates, one manual double-swing gate, and an emergency access control system. Three existing apron light poles were relocated and four solar powered obstruction lights were installed.

Rehabilitate Runway 9-27, Taxiways, and Apron

In 2016, pavement maintenance (crack seal, seal coat, and remarking) was performed on Runway 9-27, the south apron, and the taxilanes to the T-hangars as the existing surface of the runway was showing signs of oxidation and small surface cracks and the older taxiways and aircraft parking apron were showing signs of severe cracking and raveling. A P-608 seal coat was applied on the runway and all pavements located north of the runway; and a P-629 (Type B) seal coat was applied to the pavement on the south apron.

In 2022, pavement maintenance (crack seal, seal coat, and remarking) was performed again on Runway 9-27, the connector taxiways, and the taxilanes to the T-hangars. Various concrete panels on the terminal apron were exhibiting signs of severe cracking. The project also included slab replacement on select concrete panels.





Aviation Consulting Services, Alamogordo-White Sands Regional Airport (NM)

Delta was originally selected for On-Call Services at Alamogordo-White Sands Regional Airport in 2012 and reselected in 2022. Completed projects and projects currently underway include:

- Taxiway A Pavement Preservation
- Extend Runway 3-21
- Sign and Marking Plan
- Stormwater Pollution Prevention Plan

Delta's first project at the Airport included the design, bidding, and construction of a 2,200 by 150-foot extension to Runway 3-21. Alamogordo is a firefighting tanker airbase that uses the BAE 146-200 aircraft. Due to the original runway length, this aircraft was unable to depart with a full load of retardant. It was the community's goal to ensure that this aircraft continues to be used to fight fires locally and regionally and be able to depart with a full load for firefighting purposes. Moving from a goal to a reality required coordination with many stakeholders as well as working with the FAA to help them understand the true need to the region.

The first step was to demonstrate to the FAA that the existing 2006 Environmental Assessment (EA) Finding of No Significant Impacts (FONSI) for the runway extension was vested and did not require additional environmental work, this would have added another year to two years to the project timeline. We are very pleased to have been able to provide the FAA with the information they needed to save that time.

In addition, Delta staff visited the FAA Fort Worth offices to advocate for the City, justify the need to the region and secure funding to begin the project. Having the right people, who understand the FAA's process and communication was critical at this stage. With former FAA managers on staff, we are well positioned to have those conversations on all our projects.

With the FAA's concurrence, Delta designed and bid the project within seven months. During this period, the FAA issued a change to the design requirements for the runway, moving it from a C/D runway to an A/B runway. This meant a review of all design elements and revision of geometry, light spacing, sign placement, and other key items in the design drawings.

This project provided an economic benefit to the region and extended public-private partnerships for the community of Alamogordo. The runway extension aided in the protection of our nation's national parks, protected federal, state, and private land, as well as promoted private sector business in the City.

Aviation Consulting Services, Seminole Municipal Airport (OK)

Delta has worked with the City of Seminole since 2008. Most recently, Delta provided design, bidding, and construction phase services for a new northern taxiway, apron, and access road, as well as the installation of a concrete hardstand at the terminal apron for heavy aircraft and jet parking.

Delta assisted the City in the rehabilitation of Runway 16-34. The project consisted of a variable depth overlay on Runway 16-34. A variable course of P-403 was placed on the runway to correct transverse grades and was topped by a paving fabric. Approximately 3-inches of P-401 was installed on top of the fabric. Extended Runway Safety Areas at each end of the runway were graded to be in compliance with Advisory Circular 5300-13A. Both REILs were relocated. Shoulder grading occurred the entire length of the Runway 16-34 requiring vertical adjustment of the runway edge lights.

New housekeeping pads were poured around all edge lights and concrete housekeeping pads were installed at both runway ends for the threshold lights. The runway surface was remarked and all disturbed areas were seeded. Delta provided design and construction phase services for this project.

Currently, Seminole is kicking off a \$7 million, multi-year, multi-phased project to relocate their parallel taxiway to meet current FAA standards and provide safe operations for anticipated jet aircraft. This will be funded by multiple sources including the FAA, the Oklahoma Aeronautics Commission (OAC), and the local community. The project is scheduled to include relocation of T-hangars and box hangars, taxiway and apron paving, the parallel taxiway, and all associated appurtenances, such as lights, NAVAIDS, and markings.





Aviation Consulting Services, Ada Regional Airport (OK)

Delta has worked with the City of Ada since 2009 and has completed planning, environmental, and engineering projects including a terminal assessment plan, environmental assessment, Airport Master Plan, and Airport Layout Plan.

Ada Regional Airport completed a multi-year, multi-phased capital improvement program for the development of their terminal area utilizing multiple funding sources. Projects included the construction of a new terminal building and associated aircraft parking apron, demolition of the existing terminal building, construction of automobile parking and an access road, and construction of a connector taxiway. The existing terminal building was a penetration to future 14 CFR Part 77 airspace surfaces. Working closely with Delta, the FAA, and the Oklahoma Aeronautics Commission (OAC), the City was able to complete significant improvements to the airfield infrastructure, including runway asphalt pavement rehabilitation (crack repair and friction surface sealant), LED runway lighting and signs, safety area grading improvements, lighted supplemental windsocks, and new reflective pavement markings. Delta provided all planning, design, environmental, construction administration, and inspection services for the projects. Delta partnered with a local Oklahoma architectural firm for the terminal building design and construction.

Delta assisted the City of Ada in preparing the engineering design for the construction of an apron to serve the new terminal building and transient aircraft parking. This apron provides additional aircraft parking and connects the new terminal building to the currently active existing aprons and taxiways. The project included all necessary drainage improvements as well as security fencing to include this new apron area to the airfield operations area.



On-Call Consulting Services, Las Cruces International Airport (NM)

Delta was selected in 2008 for on-call consulting services.

Electrical Vault Expansion

The previous electrical vault was undersized and did not meet current code requirements for equipment separation. The primary objective in the overall design was to update and expand the existing airfield lighting electrical vault to meet NEC standards. The Airport was also experiencing intermittent failures of the runway lights for Runway 12-30. The project design included a split to the electrical circuit for Runway 12-30 to eliminate the on-going outages. Life safety equipment was standardized and added to the electrical vault.

AWOS Replacement

Delta provided design, bidding, and construction phase services for the replacement of an Automated Weather Observing System (AWOS) at Las Cruces International Airport. The existing equipment was experiencing frequent failures and required regular maintenance. The project included the installation of new cable and conduit from the AWOS to a handhole located near the new AWOS site. The existing electrical components were then utilized from the handhole to the vault. By using existing cable and conduit, project costs were reduced considerably.





Experience with the Federal Aviation Administration (FAA)

The vast majority of Delta's clients are included in the National Plan of Integrated Airport Systems (NPIAS). Accordingly, many of our clients are federally obligated airports who utilize the Airport Improvement Program (AIP) to fund their eligible capital improvement projects. We understand the obligations sponsors commit themselves to when accepting these funds and the federal grant assurances they must meet. We work exclusively on airports and, as experts in this area, we can help you fulfill these obligations.

We work daily with FAA Airport District Offices, Regional Offices, Flight Standards Offices, Safety and Standards Branches, and Airways Facility Sectors. This frequent coordination includes: analysis of airspace issues (7460 forms, Part 77 analysis, TERPS analysis, etc.), design of navigational aids (AF reimbursable agreements for design review and testing, meeting flight checks, FCC licensing, etc.), and preparation of environmental analyses (categorical exclusions, environmental assessments, etc.).

Delta has a strong relationship with the FAA and a solid reputation within the airport industry for professional excellence. This is evidenced by the FAA contracting with us to evaluate the National State Block Grant Program and prepare an Advisory Circular (AC) for management of that program. Also, the Transportation Research Board's Airport Cooperative Research Program selected our firm to prepare six of its guidebooks, including "Airport Issues Familiarization for the Part-time Policymaker", "General Aviation Facility Planning", and "Preventative Maintenance at General Aviation Airports".

Experience with the New Mexico Department of Transportation - Aviation Division

Our work in New Mexico has afforded us the opportunity to work with the state's Aviation Division. Our project team has extensive experience coordinating projects and contracts with the FAA's New Mexico Airport Development Office and the NMDOT-Aviation Division (NMDOT-AD).

In 2013, Delta and Applied Pavement Technology were selected by the State of New Mexico to develop a Pavement Management Plan for the airports in New Mexico. The project included a statewide pavement systems inventory, pavement inspection using the Pavement Condition Index (PCI) procedure, and digital photographic logs to document the condition of each of the pavements. This project significantly enhanced the state's ability to plan for and systematically fund pavement rehabilitation and repairs at the airports throughout the state.

Delta has also worked with NMDOT-AD on two projects at Conchas Lake Airport, an airport owned by the State of New Mexico and maintained by NMDOT-AD. In 2015, Delta completed a safety area grading project to Runway 9-27. The project included the removal of vegetation located in the safety area of the runway and parallel taxiway as well as the installation of new taxiway reflectors.

In 2016, Delta completed a pavement preservation project that included the crack seal, seal coat, and remarking of Runway 9-27, the parallel and connector taxiways, and aircraft parking apron. A simplified underdrain system was included in the project to help release the portion of runway pavement exhibiting signs of subsurface water seepage and staining on the pavement surface. The project was completed under budget in 2017.

Delta has worked with the FAA's Southwest Region for over 20 years. Additionally, members of our team participate in the FAA's annual Southwest Region Partnership Conferences, the South Central Chapter of the American Association of Airport Executives' (AAAE) events. Because of our knowledge of FAA requirements, Delta has served in a lead role for the AAAE's workshops on airport safety and pavement maintenance.





Capacity and Capability

ABILITY TO PROVIDE SUFFICIENT PROFESSIONAL COMPETENCE

Delta has over 95 professionals located in nine offices across the country, including Albuquerque, NM; Richmond, VA (Headquarters); Charlotte and Raleigh, NC; Atlanta, GA; Cleveland, OH; Harrisburg, PA; Oklahoma City, OK; and Fort Worth, TX. We believe that our proposed project team, combined with the depth of experience of the team members and other staff, provides the necessary flexibility to ensure that your projects can be completed on schedule. Our current staffing level offers sufficient capacity to support Taos Regional Airport. A list of our firm's capabilities is provided below:

CAPABILITIES

Design & Construction

- Overlay, Reconstruction, and Rehabilitation of Airfield Pavements
- New Runways and Taxiways
- NAVAIDS (Glideslopes, Localizers, NDBs, Marker Beacons, Approach Lights, PAPIs, REILs, etc.)
- Runway Extensions
- Apron Expansions
- New Air Carrier, Cargo, and General Aviation Aprons
- Hangar Development
- Maintenance and Storage Buildings
- Safety Area Improvements
- Airfield Lighting and Signage Projects
- Automated Weather Observation Stations (AWOS)
- New and Renovated Terminal Buildings
- Air Cargo Development
- Obstruction Clearing and Mitigation
- Drainage and Stormwater Management Plans
- Major Stream Relocations
- Fuel Farm Installations
- Roadways and Auto Parking
- Helipads and Heliports
- Airfield Marking
- Airfield Vaults and Lighting Control
- Stormwater Pollution Prevention Plans
- Security and Animal Control Fencing
- Wetland Mitigation
- Major Utility Relocations (Water, Sewer, etc.)
- Access Roads
- Washracks
- State Highway Relocations
- Program Management and ACIP Development

Planning & Environmental

- Environmental Assessments
- Runway Length Analysis and Justification Studies
- Capital Improvement Programs
- Benefit Cost Analysis
- Land/Easement Acquisition and Land Release
- Non Aeronautical use planning
- Airport Master Plans and Airport Layout Plans
- Site Selection and Feasibility Studies
- Facility Planning and Design
- Zoning and Land Use Guidelines
- Noise Modeling
- Airport Terminal Feasibility Studies
- Capital Investment Implementation
- Land Use Compatibility Studies
- Independent Fee Estimates
- Obstruction Studies
- Surface Movement Guidance Control Systems
- Access Control Plans
- Air Traffic Control Tower Studies
- Pavement Condition Studies
- New Facility Activation
- Instrument Approach Procedures and TERPS Studies

Business & Financial Planning

- Capital Improvement Planning and Programming
- Strategic Planning
- Foreign-Trade Zone (FTZ) Application, Development, and Management Assistance
- Rates and Charges Studies and Analysis
- Airport Facility and Service Assessments
- Minimum Standards and Rules and Regulations
- Land Use Analysis
- Part 139 Consulting and Airport Certification Manual Assistance
- Education: Airport 101 Briefings and Short Courses
- Airport Safety Programs Including SMS, Runway Safety, Self-inspection Programs, Signage and Marking, and Project Risk Analysis
- State and System Wide Studies: Instrument Approach Procedures, NAVAIDS, and Weather Stations
- ACRP Projects
- Passenger Facility Charge Planning
- Lease Policies
- Peer Benchmarking Analysis
- Organizational Assessments
- Business and Financial Modeling





ABILITY TO MEET TIME SCHEDULES

Delta is committed to meeting every client's schedule. We know that funds often do not become available until a few short months before the end of the fiscal year, and designs are required to proceed on an accelerated schedule to ensure that the project is bid prior to the end of the fiscal year.

It is typical for some clients to engage us to complete preliminary engineering services prior to the receipt of federal or state funding. The funding agencies typically support the performance of preliminary engineering prior to funding and reimburse for it later. Performing design in this manner places our clients in a better position to move to final design in time to capture funding when it does become available.

There are also instances where the demands of existing or prospective tenants of our clients necessitate shorter design and construction schedules. Delta has responded by compressing design and bid cycles, producing accelerated construction phasing plans, and designing for constructability.

ABILITY TO ACCOMMODATE COST CONSIDERATIONS

Delta recognizes the importance of cost control for all design and construction projects. Developing good sound estimates during the design process lays the groundwork for moving projects along as development of the airport progresses. Our record of budget control, not only for construction but also for the total project budget, is one of our strongest attributes. We have an outstanding performance record of completing design and construction of our projects within budget. We believe that the quality of our design is reflected in the accuracy and detail we provide in our construction documents. Construction documents which are concise, accurate, and properly detailed allow the contractor to prepare construction proposals without increasing bid prices to cover conditions which are unclear, and also reduce the likelihood of change orders during construction. Delta's change order record reflects the quality of design we provide in our construction documents.

During construction, the contractor's efforts have a major impact on the project schedule. We proactively monitor progress and assist in keeping the construction on schedule. This is completed throughout the project, not just at the end when it may be too late.

ABILITY TO MEET PROJECT ADMINISTRATION REQUIREMENTS

Delta has been managing airport development programs for over 45 years. During that time, we have developed project management techniques designed to protect the airport owner's budget and schedule and deliver a project that meets the specified quality requirements.

Our Albuquerque office will lead the Delta team with additional offices supporting as needed. All of our offices are available to provide assistance when needed to utilize our full network system for project sharing. Our staff have weekly conference calls to communicate project updates and keep key personnel abreast of the status of all current projects.

Delta distinguishes itself from its competitors through its ability to provide comprehensive airport consulting services above and beyond our excellent engineering services. Our 45 years of working only with airports has allowed Delta to focus on the skills and relationships that will most help our clients be successful. Your proposed Project Management team will be fully supported as needed by other staff. Our team will commit the necessary time to the Airport and Town to complete the proposed projects and any on-call requests you may have.

As your aviation consultant, we can attend your regularly-scheduled meetings to provide updates on current and upcoming projects, as well as to confirm that we are meeting the needs of the Airport. Your Facility Manager will ensure all projects are handled efficiently, including

- Coordination with Airport Staff and the Town
- Team Leadership/Communication
- Schedule Management
- Quality Assurance
- Quality Control
- Stakeholder/Review Agency Coordination

In addition, members of the team will help facilitate local coordination and provide the local insight for the projects at the Airport. Communication and deployment of an integrated project team approach are essential for successful completion of your airport projects. It is especially important to quickly address questions and avoid potential conflicts during the course of the various phases of work.





RELATIONSHIP OF THE WORK IN THIS SOLICITATION TO THE FIRM'S OTHER CURRENT PROJECTS

We are confident that our current workload will have no adverse impact on our ability to provide timely and dedicated services that meet and/or exceed the expectations of your airport and the Town. Our project time-management skills and plentiful skilled staff ensure that your project's funding and deliverable deadlines will be met.

In addition to the identified team, Delta personnel from other regional offices are electronically connected via the company intranet which provides complete database and file sharing capabilities. In-house teleconference facilities and staff mobility place a large number of aviation professionals within easy reach of the work that we undertake in any area. These capabilities will be utilized to ensure that the

Airport's schedule, budget, and general project needs are met. Project workloads are subject to funding cycles, and our planning team's projected workload has the capacity to take on new projects in either FY 2023 or 2024, and beyond.

Our dedicated staff is committed to project success. In fact, when appropriate, Delta will refrain from submitting qualifications when our workload would compromise our performance. However, we have enough experience to plan our project workload and multiple assignments to ensure successful project completion. We believe the size of the identified project team, combined with the depth of experience of the team members, affords the firm, as well as your airport, the necessary flexibility to proceed at the required pace to meet your goals

Current Work Schedule and Milestones

The current workload of our Albuquerque office is as follows:

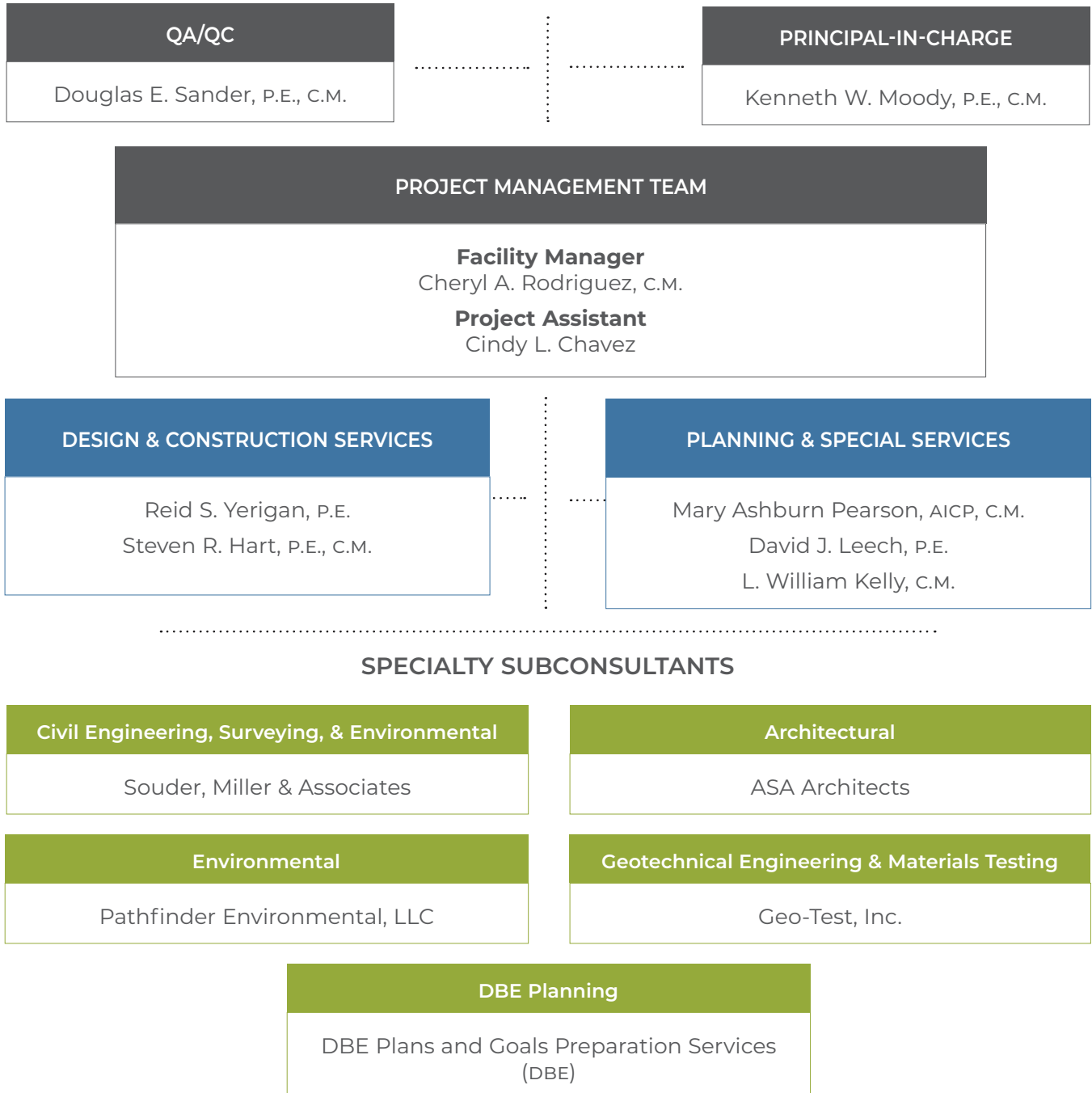
Project, Airport	Next Milestone	Anticipated Completion
Relocate Taxiway F - Preliminary Engineering, Los Alamos Airport (NM)	FAA/NMDOT-AD Project Concurrence	December 2023
Construct T-Hangar, Los Alamos Airport (NM)	Design Notice to Proceed	May 2024
Rehabilitate Taxiway A, Alamogordo-White Sands Regional Airport (NM)	90% Plans and Specifications	May 2024
Rehabilitate Terminal Apron, Truth or Consequences Municipal Airport (NM)	Bid Cycle	March 2024





Project Team Organization and Working Relationships

Our commitment to the Town is to become a member of your team and, in many ways, an extension of your staff. Our approach allows Town staff and Airport staff to focus on the day-to-day tasks of running an airport. We have assembled a team that is available and fully capable of meeting the various needs that will be generated by the Airport.





Kenneth W. Moody, P.E., C.M.
PRINCIPAL-IN-CHARGE

Mr. Moody's entire career of 39 years has been dedicated to airport design and construction management with Delta. He has managed many individual projects and comprehensive airport development programs. Mr. Moody has designed and administered construction on a multitude of major and complex multi-million dollar terminal development, runway, taxiway, drainage, and lighting improvement projects. He has served as Project Manager for development projects at airports throughout the country.

Mr. Moody is very experienced with projects involving pavement rehabilitations, rigid and flexible pavement, complex design and construction phasing, fuel facilities, deice collection systems, drainage improvements, airfield geometries, airfield lighting, cost estimating, and federal funding. He has been involved with many projects requiring significant stakeholder coordination with numerous parties, including the owner, FAA, ATCT, AFSFO, state agencies, ATA, airlines, other tenants, and various review agencies.

Education

- B.S., Civil Engineering, North Carolina State University

Registrations

- Professional Engineer NM PE No. 19034

Certifications

- Active Multi-Engine Private Pilot with Instrument Rating
- Remote Pilot Certification
- Certified Member, American Association of Airport Executives (AAAE)



Douglas E. Sander, P.E., C.M.
QA/QC

Mr. Sander has 26 years of airport planning, design, and construction experience, all at Delta. He is a registered Professional Engineer and has served as the Project Manager, Planner, and Lead Designer on many types of airport projects for clients ranging from large commercial service hubs like Raleigh-Durham International Airport to small general aviation facilities. Mr. Sander has contributed his technical expertise to the aviation industry by working with the FAA on the recent revision to Advisory Circular 150/5300-13 "Airport Design" and serves on the Engineering Technical Committee for the Airport Consultants Council (ACC).

Education

- B.S., Civil Engineering, NC State

Registrations

- Professional Engineer NM PE No. 23979

Certifications

- Certified Member, American Association of Airport Executives (AAAE)

Selected Project Experience

- Runway 27 Extension • Los Alamos County Airport (NM)
- Taxiways C and F Rehabilitation • Los Alamos County Airport (NM)
- Perimeter Fence Replacement • Los Alamos County Airport (NM)
- Electrical Vault Expansion • Las Cruces International Airport (NM)
- Fuel Farm Rehabilitation • Las Cruces International Airport (NM)
- Runway 12-30 Rehabilitation • Las Cruces International Airport (NM)
- Taxiway A Rehabilitation • Las Cruces International Airport (NM)
- AWOS Replacement • Las Cruces International Airport (NM)
- Runway 9-27 Rehabilitation • Conchas Lake Airport (NM)





Cheryl A. Rodriguez, C.M.
FACILITY MANAGER

Ms. Rodriguez has been with Delta for eight years. She specializes in airport planning, environmental, and grant administration. Ms. Rodriguez has over 14 years of municipal government experience, notably three years in airport management as the former Development and Zoning Administrator for the City of Las Cruces. Under Ms. Rodriguez's leadership as the Manager of the Las Cruces International Airport, the Airport achieved recognition by the New Mexico Airport Manager's Association as "Most Improved Airport in New Mexico".

Selected Project Experience

- Fuel Farm Replacement • Truth or Consequences Municipal Airport (NM)
- Terminal Apron Rehabilitation • Truth or Consequences Municipal Airport (NM)
- Airport Access Road Rehabilitation • Truth or Consequences Municipal Airport (NM)
- Runway 13-31 Crack Repair and Sealcoat • Truth or Consequences Municipal Airport (NM)
- Runway Extension • Alamogordo-White Sands Regional Airport (NM)
- Airport Action Plan • Las Cruces International Airport (NM)
- Perimeter Fence Replacement • Los Alamos County Airport (NM)
- Runway 9-27, Taxiways, and Apron Rehabilitation • Los Alamos County Airport (NM)
- Taxiway F (PER) Relocation • Los Alamos County Airport (NM)
- Electrical Vault Expansion • Las Cruces International Airport (NM)
- Runway 8-26 PAPI Installation • Las Cruces International Airport (NM)
- Airport Layout Plan Update • Sierra Blanca Regional Airport (NM)
- Rehabilitate Terminal Apron • Ada Regional Airport (OK)
- New South Taxiway • Madill Municipal Airport (OK)
- Hangar Relocation • Seminole Municipal Airport (OK)
- Apron Construction and Rehabilitation • Wilburton Municipal Airport (OK)
- Environmental Assessment for Runway 32 Extension • Salisbury-Ocean City: Wicomico Regional Airport (MD)
- Environmental Assessment • Shenandoah Valley Regional Airport (VA)

Education

- M.S., Cultural Anthropology, New Mexico State University
- B.S., Anthropology, New Mexico State University

Certifications

- Certified Member, American Association of Airport Executives (AAAE)





Reid S. Yerigan, P.E.
DESIGN & CONSTRUCTION SERVICES

Mr. Yerigan is a project designer with six years of airport design and construction experience at Delta. He has worked on all phases of planning and engineering projects at both commercial service and general aviation airports. He has been involved with projects requiring coordination with numerous parties, including the owner, FAA, ATCT, airlines, and various review agencies.

Selected Project Experience

- Taxiway F (PER) Relocation • Los Alamos County Airport (NM)
- Terminal Apron Rehabilitation • Truth or Consequences Municipal Airport (NM)
- Electrical Vault Expansion • Las Cruces International Airport (NM)
- Taxiways B and C MITLs (LED) Rehabilitation • Las Cruces International Airport (NM)
- Terminal Apron Expansion • Ada Regional Airport (OK)
- Runway Feasibility Study • Madill Municipal Airport (OK)
- Preliminary Engineering for Runway 18-36 Pavement Rehabilitation • Ada Regional Airport (OK)
- New South Taxiway • Madill Municipal Airport (OK)

Education

- B.S., Civil Engineering, Texas A&M University

Registrations

- Professional Engineer NM PE No. 27734



Steven R. Hart, P.E., C.M.
DESIGN & CONSTRUCTION SERVICES

Mr. Hart is a registered Professional Engineer in New Mexico and has over 36 years of airport design and construction administration experience. He has served as an engineer for many projects including runway and taxiway rehabilitation/construction, apron rehabilitation, roadway projects, and drainage improvement projects for a range of airports.

Selected Project Experience

- Runway Extension • Alamogordo-White Sands Regional Airport (NM)
- Runway 9-27 Rehabilitation • Conchas Lake Airport (NM)
- Terminal Apron Expansion • Ada Regional Airport (OK)
- Rehabilitate Runway 7-25 (Sealing and Marking) • Ingalls Field Airport (VA)
- Apron and Taxilane Rehabilitation • Mecklenburg-Brunswick Regional Airport (VA)
- Rehabilitate Runway 1-19 • Mecklenburg-Brunswick Regional Airport (VA)
- Apron Rehabilitation • New Kent County Airport (VA)
- Runway 6-24 Rehabilitation • Roanoke-Blacksburg Regional Airport (VA)
- Taxiways A, G, and T Seal Coat & Remarkings • Roanoke-Blacksburg Regional Airport (VA)

Education

- B.S., Civil Engineering, Texas A&M University

Registrations

- Professional Engineer NM PE No. 26509

Certifications

- Certified Member, American Association of Airport Executives (AAAE)





Mary Ashburn Pearson, AICP, C.M.
PLANNING & SPECIAL SERVICES

Ms. Pearson has 15 years of airport consulting experience and currently serves as an environmental and planning Project Manager. Ms. Pearson's knowledge of airport master planning, project management, FAA and state grants and funding programs, and the requirements of the National Environmental Policy Act (NEPA) make her a key asset to her clients.

Selected Project Experience

- Airport Action Plan • Las Cruces International Airport (NM)
- Sustainability Analysis • Las Cruces International Airport (NM)
- Airport Layout Plan Update • Sierra Blanca Regional Airport (NM)
- Airport Master Plan • Shenandoah Valley Regional Airport (VA)
- Airport Master Plan • Eastern WV Regional Airport/Shepherd Field (WV)
- Airport Master Plan • Sierra Blanca Regional Airport (NM)
- Environmental Assessment-Terminal Building • Ada Regional Airport (OK)
- Environmental Assessment-Runway Extension • Butler County Airport/K W Scholter Field (PA)
- Environmental Assessment Reevaluation • Carroll County Regional Airport (MD)

Education

- Master of Urban and Regional Planning, Virginia Tech
- Bachelor of Business Administration, College of William and Mary

Certifications

- Certified Planner, American Institute of Certified Planners (AICP)
- Certified Member, American Association of Airport Executives (AAAE)
- U.S. Green Building Council, LEED® Green Associate



David J. Leech, P.E.
PLANNING & SPECIAL SERVICES

Mr. Leech has seven years of airport design, construction, and planning experience, all at Delta. He serves as a designer and planner on all phases of planning and engineering projects at both commercial service and general aviation airports. He has been involved with projects requiring coordination with numerous parties, including the owner, FAA, ATCT, airlines, and various review agencies. Mr. Leech graduated from Delta's LAUNCH program, an in-house training program that exposes recent graduates to all aspects of our airport consulting business, including planning, field observation, design, construction administration, and project management.

Selected Project Experience

- Airport Master Plan • Indiana County Jimmy Stewart Airport (PA)
- Airport Master Plan Update • Eastern WV Regional Airport/Shepherd Field (WV)
- Small Aircraft Runway Length Analysis Tool • National Academy of Sciences (VA)
- Apron Rehabilitation • Chester County/G. O. Carlson Airport (PA)
- Aeronautical Study • Pottstown Municipal Airport (PA)
- Feasibility Analysis for Runway 27 Threshold/PAPI • Danville Airport (PA)
- Benefit-Cost Analysis • Butler County Airport/K W Scholter Field (PA)
- Runway 17-35-Phase I Obstruction Removal • Penn Valley Airport (PA)

Education

- B.S., Civil Engineering, Virginia Tech
- M.S., GIS Development and Web-Map Programming, University of Wisconsin-Madison

Registrations

- Professional Engineer





L. William Kelly, C.M.
PLANNING & SPECIAL SERVICES

Mr. Kelly joined Delta in 2014 and has over 22 years of aviation industry experience. As a former Airport Manager for New Kent County Airport, he was involved in a broad range of airfield projects on the local level. He served as Senior Staff and on the Finance Committee for New Kent County and has served on many technical committees for the Virginia Department of Aviation. As President of the Virginia Airport Operators Council (VAOC), he was engaged in numerous initiatives that ultimately benefited airports throughout the Commonwealth of Virginia. In addition, as a frequent panelist on aviation related projects for the National Academies Transportation Research Board, Mr. Kelly has been involved in projects that provide leadership on a national level in aviation innovation through research and information exchange.

Selected Project Experience

- Airport Action Plan • Las Cruces International Airport (NM)
- Airport Layout Plan Update • Sierra Blanca Regional Airport (NM)
- Airport Cooperative Research Program (ACRP) Practices to Develop Effective Stakeholder Relationships at Smaller Airports • Transportation Research Board

Education

- Business, Washington and Lee University

Certifications

- Private Pilot
- Commercial UAS Pilot
- Certified Member, American Association of Airport Executives (AAAE)



Cindy L. Chavez
PROJECT ASSISTANT

Ms. Chavez has been with Delta for eight years and previously worked with airports in New Mexico for over four years. Ms. Chavez is very familiar with airports, review agencies, FAA and state grant requirements, as well as typical bidding and construction administration processes. She also has extensive experience preparing airport DBE programs, goals, and reporting.

Selected Project Experience

- Terminal Apron Rehabilitation • Truth or Consequences Municipal Airport (NM)
- DBE Plan Update • Truth or Consequences Municipal Airport (NM)
- Runway 13-31 Crack and Seal Repair • Truth or Consequences Municipal Airport (NM)
- Replace Perimeter Fence • Los Alamos County Airport (NM)
- Rehabilitate Taxiways C and F • Los Alamos County Airport (NM)
- Sealcoat Runway 9-27 • Los Alamos County Airport (NM)
- DBE Plan Update • Los Alamos County Airport (NM)
- Replace Fuel Farm • Truth or Consequences Municipal Airport (NM)
- Action Plan Update • Las Cruces International Airport (NM)

Education

- B.A., University of New Mexico





Subconsultants

Souder, Miller & Associates

CIVIL ENGINEERING, SURVEYING, &
ENVIRONMENTAL

Miller Engineers, Inc. d/b/a Souder, Miller & Associates (SMA) was established in 1985 and is an employee-owned company that serves private and public clients throughout the Mountain West region. SMA is an engineering, environmental, and surveying consulting firm whose professional resources include registered professional engineers, surveyors, geologists, and other engineers, hydrogeologists, water resource specialists, soil scientists, environmental professionals, AutoCAD operators, and support staff; a total of more than 175 professionals. SMA consistently ranks in the top 500 of the Engineering News Record (ENR) National rankings, in the top 20 of the largest 150 Engineering Firms in the Southwest in ENR Southwest rankings, and Albuquerque Business First ranked SMA the 3rd largest New Mexico Engineering Firm. SMA emphasizes a close working relationship with their clients, allowing them to provide a high-quality product tailored to their clients' needs while closely managing project costs and timelines.

As a company, SMA has worked closely with tribal entities, government agencies, municipalities, and corporate clients to complete a myriad of projects. SMA offers comprehensive professional services ranging from preliminary planning to final project design, including any necessary environmental support, surveying and right-of-way acquisition, bid administration, permitting, construction observation and support services, including grant administration, funding applications, and startup operational services.

ASA Architects

ARCHITECTURAL

ASA Architects offers over 50 years of experience designing, building and renovating projects in New Mexico and west Texas. The firm currently has six registered architects and three office locations providing a wide range of architectural services. ASA Architects offers capabilities that are essential in today's environment: continuous monitoring of code requirements, including ADA standards; flexible designs that anticipate changes in information technology and offer opportunities for expansion without having to re-think current facilities; and functional buildings that are aesthetically pleasing and enhance a community's visual landscape.

DBE Plans & Goals Preparation Services

DBE PLANNING

DBE Plans and Goals Preparation Services is a disadvantaged business enterprise (DBE) certified by the New Mexico Department of Transportation. They provide efficient, professional, and timely preparation of DBE programs, tri-annual goals updates, and assistance with annual accomplishments reporting. They also assist the sponsor in understanding their responsibility in the administration of the DBE program. Delta has worked with DBE Plans and Goals Preparation Services on projects throughout New Mexico, Oklahoma, and Arkansas.

Geo-Test, Inc.

GEOTECHNICAL ENGINEERING &
MATERIALS TESTING

Geo-Test, Inc. has provided consulting services in geotechnical and material engineering throughout New Mexico and the Southwest since 1983. With offices and laboratories located in Albuquerque, Santa Fe, and Las Cruces, New Mexico, their staff includes registered Professional Engineers, an environmental scientist, engineering geologists, certified materials technicians, and administrative personnel. They have airport experience throughout New Mexico and have worked with Delta on projects at Truth or Consequences Municipal Airport, Los Alamos County Airport, and Las Cruces International Airport.

Pathfinder Environmental, LLC

ENVIRONMENTAL

Pathfinder Environmental, LLC is an environmental compliance consulting firm based in Santa Fe, New Mexico. Pathfinder conducts biological surveys and prepares the associated reports. In addition, they prepare Biological Evaluations and Biological Assessments for Endangered Species Act compliance, NEPA documents such as Environmental Assessments, Categorical Exclusions, Findings of No Significant Impact (FONSI), and Decision Memos for various federal agencies including the BIA, USDA RD, FHWA, BLM, USFS, NPS, FAA, and Reclamation, as well as for state agencies such as NMDOT, NMED, DFA, the NM Water Trust Board, and many others. Pathfinder also provides air quality and noise analysis, biological monitoring, Clean Water Act Sections 404 and 401 compliance, and wetland delineation services, as well as Public Involvement, agency consultation, GIS, and other associated environmental compliance services.





Past Record of Performance

Delta has completed a wide range of aviation projects in New Mexico and across the country. We have capabilities and extensive experience in airport planning, management, engineering, and construction phase services. Our scope of services is always tailored to meet your unique needs. A sample of services we have provided our airport clients is listed below:

Airport	On-Call Services	Engineering	Planning	Environmental	Funding Coordination
New Mexico					
Alamogordo-White Sands Regional (ALM)	✓	✓	✓	✓	✓
Cavern City Air Terminal (CNM)	✓	✓			✓
Conchas Lake (E89)	✓	✓			✓
Las Cruces International (LRU)	✓	✓	✓	✓	✓
Los Alamos (LAM)	✓	✓	✓		✓
Sierra Blanca Regional (SRR)	✓		✓		✓
Truth or Consequences Municipal (TCS)	✓	✓	✓		✓
Southwest Region					
Ada Regional (ADH)	✓	✓	✓	✓	✓
Atoka Municipal (AQR)	✓	✓	✓	✓	✓
Cleveland Municipal (95F)	✓	✓		✓	✓
Clinton-Sherman (CSM)	✓	✓	✓		✓
Ernest A. Love Field (PRC)			✓	✓	✓
Henryetta Municipal (F10)	✓	✓			✓
Hominy Municipal (H92)		✓		✓	✓
Madill Municipal (1F4)	✓	✓	✓	✓	✓
Okemah Municipal (F81)	✓	✓		✓	✓
Seminole Municipal (SRE)	✓	✓	✓	✓	✓
Talihina Municipal (6F1)	✓	✓		✓	✓
Texarkana Regional (TXK)	✓	✓	✓	✓	✓
Tishomingo Airpark (0F9)	✓	✓		✓	✓
Wilburton Municipal (H05)	✓	✓	✓	✓	✓
General Aviation/Other Regions					
Luray Caverns (LUA)	✓	✓	✓		✓
Mecklenburg-Brunswick Regional (AVC)	✓	✓	✓	✓	✓
Morristown Municipal (MMU)	✓	✓	✓	✓	✓
Orange County (OMH)	✓	✓	✓	✓	✓
Richmond Executive-Chesterfield County (FCI)	✓	✓	✓	✓	✓
Virginia Highlands (VJI)	✓	✓	✓	✓	✓





ABILITY TO MEET SCHEDULES AND BUDGETS

Our record of budget control, not only for construction but also for the total project budget, is one of our strongest attributes. We have an outstanding performance record of completing design and construction of our projects within budget. We believe that the quality of our design is reflected in the accuracy and detail we provide in our construction documents. Construction documents which are concise, accurate, and properly detailed allow the contractor to prepare construction proposals without increasing bid prices to cover conditions which are unclear, and also reduce the likelihood of change orders during construction. Delta’s change order record reflects the quality of design we provide in our construction documents.

During construction, the contractor’s efforts have a major impact on the project schedule. We proactively monitor progress and assist in keeping

the construction on schedule. This is completed throughout the project, not just at the end when it may be too late.

Delta believes that our team’s specialization in airports and our performance record assure our clients of a high degree of engineering value. Delta also has an excellent record in meeting project schedules. Our dedicated staff has, on many occasions, worked beyond normal hours to expedite a schedule and improve funding probability. On most projects, our designs are completed ahead of schedule which can enhance our clients’ ability to compete for funding. Our team is enthusiastic about the opportunity to assist the Town with your exciting program and we will commit the necessary resources to successfully complete the projects and meet your schedule.

Project Airport	Original Construction Budget	Final Construction Cost	Original Contract Time (CD)	Actual Construction Duration (CD)
Runway 13-31 Crack Repair and Seal Coat Truth or Consequences Municipal Airport (NM)	\$318,158	\$307,450	60	17
Rehabilitate Runway 9-27 Conchas Lake Airport (NM)	\$278,900	\$272,764	25	25
Install PAPI (LED) Runway 8-26 Las Cruces International Airport (NM)	\$181,392	\$173,353	25	25
Sealcoat Runway 9-27 Los Alamos County Airport (NM)	\$482,187	\$479,965	25	22
Runway Lighting Rehabilitation for Runway 16-34 Seminole Municipal Airport (OK)	\$406,442	\$389,996	55	47
Runway 17-35 Pavement Rehabilitation Tishomingo Airpark (OK)	\$299,999	\$249,448	25	9
North Hangar and Taxilane Seminole Municipal Airport (OK)	\$431,018	\$413,259	40	26
Runway 18-36 Pavement Rehabilitation Cleveland Municipal Airport (OK)	\$299,999	\$229,293	44	44

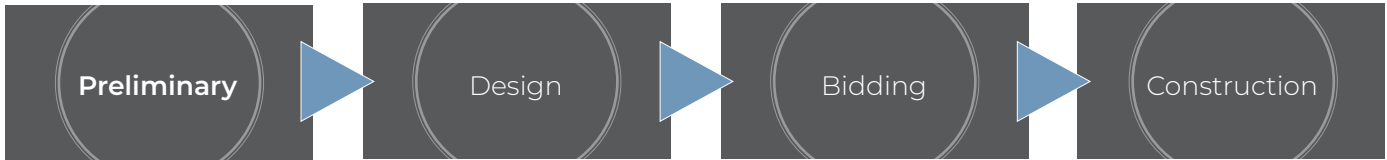




Evidence of Scope Understanding

ANTICIPATED SCOPE OF WORK FOR THE REQUESTED SERVICES

With each new project, we intend to provide a full-service approach, where we can address all aspects of the project. Whether participating in presentations and public meetings or working behind the scenes, we assist by acting as an extension of your staff, helping you feel confident that the project is being executed correctly and in a timely manner at all times. Below is a brief description of the services we offer from preliminary design through final design, bidding and construction administration, planning and environmental services, as well as business and financial services.



Preliminary Services

Delta understands that a thoroughly scoped project will lead to a more cost-effective and complete project. Our internal scoping includes the facility manager, others who have worked at the Airport, and other internal personnel who have completed similar projects. The intent of scoping is to accurately define the project goals, challenges, risks, and potential solutions.

Design Services

Delta project leaders will be assigned to oversee the design effort, participate in project kick-off meetings, review the preliminary designs, and provide quality assurance checks throughout the design process. We will have regularly scheduled meetings with you to ensure the design efforts meet your expectations and needs. Additionally, Ms. Rodriguez will ensure that project documents meet current design standards and take into account the Airport's needs. Ms. Rodriguez will work closely with the design team, to lead the effort of project plans and specifications as well as production of engineering reports and estimates. Our design leaders are supported by a team of engineers and CAD technicians who focus solely on airport work and have a thorough knowledge of industry standards and FAA design requirements.

Bidding Services

We will support the Town during the bidding process of the project through coordination of advertisement, administration of the pre-bid meeting, analysis of bid results, and formal recommendation of award. We can work directly with NMDOT and FAA or can support the Town in these communications.

Construction Phase Services

We are thinking about construction throughout the design phase. For instance, we carefully consider the staging and phasing of construction activities, safety and accessibility of the project site, clearances for aircraft operations, and provisions for traffic flow. During construction, we are typically responsible for coordinating with the selected contractor prior to construction to ensure that the schedule and construction sequence is acceptable and a quality control program is in place. We will administer the pre-construction conference and establish the protocol for submittals, safety, and notice for change of work areas. Our team will be responsible for reviewing all "shop drawings" and pavement mix designs to ensure they meet the required specifications. The final work for construction services includes a final inspection, final report completion, and provision of "as-built" drawings.

Resident Project Representative Services

Delta provides resident project representative (RPR) services for all projects that require onsite construction inspection. We have airport experienced RPRs on staff and can supplement with engineering staff where needed. The RPR will be on-site to monitor and document the quality and progress of the work, confirm conformance with the specification requirements, and assist in coordinating the project phasing requirements. The RPR will be the initial point of contact for the contractor to address questions and the RPR will coordinate with the engineer and owner on a daily basis. On smaller projects, if having a full time RPR on site is cost prohibitive, Delta still provides all of the office and other grant administrative services as we would on larger projects.





Land Acquisition

Delta has assisted in the acquisition of hundreds of parcels of land, totaling thousands of acres, over our 45 years. Delta is prepared to assist the Town by providing whatever specialties are necessary, including property surveys, environmental due diligence reviews, appraisals, review appraisals, professional negotiators, relocation specialists, etc. We are also here to listen and to provide general guidance to help the process run as smoothly as possible. We will follow the FAA requirements so that the costs of acquiring land is eligible for Airport Improvement Program (AIP) reimbursement, and we will provide guidance to assist the Town in meeting these requirements and supporting their assurances to the NMDOT and FAA. Our experience has demonstrated that taking the proper steps early, including proper ownership and parcel identification, helps the program run smoother. Delta is also realistic; acquiring land is not easy and it may involve the acquisition of property that may have been in families for several generations. We have experience with expert testimony and technical support for condemnation proceedings should they be needed.



Planning & Environmental Services

Delta has extensive airport planning experience. As part of our services under the proposed agreement, we will continuously review the plan and make recommendations for improvements if changed conditions or assumptions become evident. We will work closely with the Town to keep opportunities for development in mind. As required, we will update the Airport Layout Plan on an as-needed basis to reflect the most current plans for the Airport. The Delta planning and environmental staff can provide the following services:

- Design studies and scoping documents
- Airport data collection and facility inventories
- Aeronautical activity forecasts and demand/capacity analyses
- Facility requirements determination
- Airfield modeling for capacity and delay
- Airport layout and terminal area plan development
- Airport noise studies
- Compatible land use planning for off airport property
- Airport development schedules, cost estimates, and grant management
- Airport financial planning and benefit-cost analyses
- Public information and community involvement programs
- Environmental Assessments and National Environmental Policy Act (NEPA) documents
- Section 163 Review





Business & Financial Services

Airports operate in a dynamic and challenging environment. Financial pressures increasingly require thoughtful and innovative planning to sustain and build business. Delta provides a wide range of strategic business and financial consulting services to our clients across the country, including:

- Airport Marketing Plans, Business Plans, and Strategic Plans
- Business and Financial Modeling
- Rates and Charges Studies and Analysis
- Peer Benchmarking Analysis
- Airline Lease Negotiation
- Strategic Planning
- Leasing Policies
- Capital Improvement Planning and Programming
- Passenger Facility Charge (PFC) Planning
- Organizational Assessments
- Airport Facility and Service Assessments
- Minimum Standards and Rules and Regulations
- Sustainability Plans

Funding & Financial Management

Delta’s key strength is the ability to assist airport clients with understanding, obtaining, and maximizing the funds that are available from other government sources which move projects forward. Delta accomplishes this through its deep pool of experienced professionals who have served in the past as airport managers, FAA managers, state officials, local government officials, and/or as airport design Project Managers. This experience gives us in-depth knowledge of the various funding programs available for airport development. Solid and sometimes creative application of funding programs gives our clients an edge when it comes to assembling the funds that are critical to moving projects from the Capital Improvement Plan (CIP) phase into design and ultimately construction. Our thorough understanding of state and federal funding programs also helps gain buy-in from the funding agencies. Key airport funding agencies such as the FAA and NMDOT are more likely to support those airports that are maximizing available funding programs to provide safe and serviceable facilities to meet aviation needs and demands.

Even the best airport projects go nowhere without funding. Delta has in-depth knowledge and experience with the numerous funding programs that are available to airports, and can help maximize these programs to the greatest advantage of the Town.

Proximity to and Familiarity with Site Location

Delta is excited about the opportunity to assist Taos Regional Airport with its upcoming projects. We believe we offer a unique blend of airport development experience and local knowledge. The Delta team has worked with the FAA’s Southwest Region for over 20 years and has completed numerous planning and design projects for New Mexico airports including master plans, strategic funding programs, and airfield infrastructure and safety improvement projects.

Volume of Work Previously Done

Delta has no projects with the Town of Taos that are less than 75% complete.





4. Bid Sheet/Pricing Proposal

Please refer to the attached bid sheet/pricing proposal.





5. Customer References

EXHIBIT 3 Customer References

Provide three references that represent vendor contracts for providing services with similar requirements, performance, complexity and size, within a period of the past three years.

Client Name: County of Los Alamos, Los Alamos County Airport

Client Contact: Eric Martinez, Deputy Public Works Director

Phone: (505) 662-8101 **Email:** eric.martinez@lacnm.us

Contract Award Date: 2023/06 **Term of Contract:** 2028/06 (Yr/Mo)

Contract Description: Aviation planning, engineering, construction administration, and special services.

Client Name: City of Truth or Consequences, Truth or Consequences Municipal Airport

Client Contact: Traci Alvarez, Assistant City Manager

Phone: (575) 952-0565 **Email:** talvarez@torcnm.org

Contract Award Date: 2022/08 **Term of Contract:** 2023/08 (Yr/Mo)

Contract Description: Aviation planning, engineering, construction administration, and special services.

Client Name: City of Alamogordo, Alamogordo-White Sands Regional Airport

Client Contact: Veronica Ortega, Community Services Director

Phone: (575) 439-4324 **Email:** vortega@ci.alamogordo.nm.us

Contract Award Date: 2022/02 **Term of Contract:** 2024/02 (Yr/Mo)

Contract Description: Aviation planning, engineering, construction administration, and special services.

The Town may contact references submitted as part of this proposal.





6. Signed Proposal Certification

EXHIBIT 4 Bidder Certification Page

AUTHORIZED SIGNATURE:

The bid must be signed with the full name and address of the Bidder; if a co- partnership, by a member of the firm with the name and address of each member; if a corporation, by an authorized officer thereof in the corporate name.

Certificate of Current Cost or Pricing Data

This is to certify that to the best of my knowledge and belief the cost or pricing data submitted to the Town in response to this Request for Bid is accurate, complete and current as of the date of execution of this certificate. If any cost or price furnished is incomplete, inaccurate or not current as certified, resulting in an increase of any price, including profit or fee, then such price or cost shall be reduced accordingly and the Town made whole retroactive to the commencement date of the contract that may result from this solicitation.

The below-named individual, submitting and signing this bid, verifies that he/she is a duly authorized officer of the company, and that his/her signature attests that all items and conditions contained in this Request for Bid are understood and accepted.

August 22, 2023

DATE

Handwritten signature of Courtney A. Beamon in black ink.

AUTHORIZED SIGNATURE

Delta Airport Consultants, Inc.

COMPANY NAME

7804 Pan American Freeway, Suite 4

ADDRESS

Albuquerque, NM 87109

CITY/STATE/ZIP CODE

Courtney A. Beamon

PRINTED NAME OF AUTHORIZED SIGNATURE

804-275-8301

PHONE





7. Method of Award

EXHIBIT 5

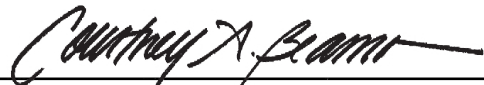
Acknowledgment of Method of Award

Bidder hereby acknowledges that a review and understanding of Section 4 – Method of Award and Contract Execution and Section 5 – Additional Terms and Conditions.

Delta Airport Consultants, Inc. (Bidder) has reviewed and understands the provisions of Section 5 – Method of Award & Contract Execution and Section 6 – Additional Terms & Conditions contained within this ITB.

Courtney A. Beamon

Printed Name



Authorized Signature

August 22, 2023

Date





8. Signed Campaign Contribution Form

EXHIBIT 6 Campaign Contribution Disclosure Form

Pursuant to the Procurement Code, Sections 13-1-28, et seq., NMSA 1978 and NMSA 1978, § 13-1-191.1 (2006), as amended by Laws of 2007, Chapter 234, a prospective contractor subject to this section shall disclose all campaign contributions given by the prospective contractor or a family member or representative of the prospective contractor to an applicable public official of the state or a local public body during the two years prior to the date on which a bid is submitted or, in the case of a sole source or small purchase contract, the two years prior to the date on which the contractor signs the contract, if the aggregate total of contributions given by the prospective contractor or a family member or representative of the prospective contractor to the public official exceeds two hundred fifty dollars (\$250) over the two-year period. A prospective contractor submitting a disclosure statement pursuant to this section who has not contributed to an applicable public official, whose family members have not contributed to an applicable public official or whose representatives have not contributed to an applicable public official shall make a statement that no contribution was made.

A prospective contractor or a family member or representative of the prospective contractor shall not give a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or during the pendency of negotiations for a sole source or small purchase contract.

Furthermore, a solicitation or proposed award for a proposed contract may be canceled pursuant to Section [13-1-181](#) NMSA 1978 or a contract that is executed may be ratified or terminated pursuant to Section [13-1-182](#) NMSA 1978 if a prospective contractor fails to submit a fully completed disclosure statement pursuant to this section; or a prospective contractor or family member or representative of the prospective contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process.

The state agency or local public body that procures the services or items of tangible personal property shall indicate on the form the name or names of every applicable public official, if any, for which disclosure is required by a prospective contractor.

THIS FORM MUST BE INCLUDED IN THE REQUEST FOR BIDS AND MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.

The following definitions apply:

“Applicable public official” means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the





award of the contract for which the prospective contractor is submitting a competitive sealed bid or who has the authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive bid.

“Campaign Contribution” means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official’s behalf for the purpose of electing the official to statewide or local office. “Campaign Contribution” includes the payment of a debt incurred in an election campaign, but does not include the value of services provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

“Family member” means a spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law of (a) a prospective contractor, if the prospective contractor is a natural person; or (b) an owner of a prospective contractor;

“Pendency of the procurement process” means the time period commencing with the public notice of the request for bids and ending with the award of the contract or the cancellation of the request for bids.

“Prospective contractor” means a person or business that is subject to the competitive sealed bid process set forth in the Procurement Code [Sections [13-1-28](#) through [13-1-199](#) NMSA 1978] or is not required to submit a competitive sealed bid because that person or business qualifies for a sole source or small purchase contract.

“Representative of a prospective contractor” means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the prospective contractor.





Name(s) of Applicable Public Official(s): Mayor, Pascualito M. Maestas

Council Members:

Nathaniel Evans

Marietta S. Fambro

Darien D. Fernandez

Corilia I. Ortega

DISCLOSURE OF CONTRIBUTIONS BY PROSPECTIVE CONTRACTOR:

Contribution Made By: _____

Relation to Prospective Contractor: _____

Date Contribution(s) Made: _____

Amount(s) of Contribution(s) _____

Nature of Contribution(s) _____

Purpose of Contribution(s) _____

(Attach extra pages if necessary)

Signature

Date

Title (position)

—OR—

NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE to an applicable public official by me, a family member or representative.



Signature

August 22, 2023

Date

President

Title (position)





9. Proof of Insurance

Client#: 411563

35DELTAIR

ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
12/05/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER McGriff Insurance Services 2200 Old Brick Rd. Ste. A Glen Allen, VA 23060	CONTACT NAME: PHONE (A/C, No, Ext): 804 678-5000	FAX (A/C, No): 8887513010
	E-MAIL ADDRESS: certificatesvaww@mcgriff.com	
INSURED Delta Airport Consultants Inc 2700 Polo Parkway Midlothian, VA 23113	INSURER(S) AFFORDING COVERAGE	
	INSURER A : Travelers Indemnity Co of CT	NAIC # 25682
	INSURER B : Travelers Property Casualty Co of Amer	25674
	INSURER C : XL Specialty Insurance Company	37885
	INSURER D : Travelers Indemnity Co of America	25666
	INSURER E : INSURER F :	

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC OTHER:	Y	Y	6804H9548072247	12/01/2022	12/01/2023	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
D	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y		BA2R0786152247G	12/01/2022	12/01/2023	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$10000 <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE	Y	Y	CUP1B7533242247	12/01/2022	12/01/2023	EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000 \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
C	Professional Liability			DPR5006106	12/01/2022	12/01/2023	\$1,000,000 Per Claim \$1,000,000 Aggregate \$150K/\$300K Deds

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Umbrella Liability does not extend to Professional Liability Coverage.
 "Information purposes only"

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Umbrella Liability does not extend to Professional Liability Coverage.
 "Information purposes only"

CERTIFICATE HOLDER Delta Airport Consultants Inc. 2700 Polo Parkway Midlothian, VA 23113	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
--	--

© 1988-2015 ACORD CORPORATION. All rights reserved.



10. Other Applicable Supporting Materials

Reputation for Integrity and Competence

Delta has a positive reputation within the airport industry for its excellence and integrity. This is evidenced by the FAA contracting with us to evaluate the National State Block Grant Program and the Airport Cooperative Research Program (ACRP) selecting us to prepare several of its national guidebooks, including the ACRP Report 58: *Airport Industry Familiarization and Training for Part-Time Airport Policy Makers*.

Delta's staff members are often invited to make presentations at national and state aviation conferences, and many serve on several committees in the industry. Courtney Beamon, our company President, served as President of the Airport Consultants Council (ACC), on the editorial board of Airport Magazine, and on the American Association of Airport Executives (AAAE) Steering Committee. Vice President, Dave Jones is currently serving on the Northeast Chapter of the American Association of Airport Executives Board of Directors. Vice President, Tracy Saunders recently served as Vice Chair of the ACC Engineering Committee.

As a testament to our dedication to quality projects and outstanding customer service, we are proud to have been awarded several engineering excellence awards, including being ranked by CE News as one of the Best Civil Engineering Firms to Work For in the Country. We believe that being a great place to work translates into a highly talented, long-tenured team that provides our customers with exceptional service.

Significant awards that our firm and staff have received include:

- David Jones-Northeast Chapter of the American Association of Airport Executives 2021 Jerry FitzGerald Corporate Award of Excellence (2021)
- Courtney Beamon-Virginia Tech College of Engineering- Academy of Engineering Excellence (2021)
- Courtney Beamon-Virginia Tech Department of Civil Engineering- Distinguished Alumni Award (2020)
- Charlie Lamb-FAA Wrights Brothers "Master Pilot" Award (2020)
- Tara Eschenfelder-American Council of Engineering Companies of Virginia (ACEC/VA) Rising Star Award (2019)
- American Association of Airport Executives (AAAE) Corporate Cup of Excellence Award (2018)
- Charlie Lamb-Virginia Aviation Hall of Fame (2014)
- Courtney Beamon-Virginia Airport Operator's Council (VAOC) Presidents Award (2013)
- Mary Ashburn Pearson-ACEC/VA Rising Star Award (2012)
- Courtney Beamon-DOAV Aviation Person of the Year (2012)
- L. William Kelly-DOAV Aviation Person of the Year (2012)
- Courtney Beamon-Airport Consultants Council (ACC) Chairs Award (2006)
- Charlie Lamb-DOAV Aviation Person of the Year (2003)





Recent project awards include:

- **2023 NEC/AAAE Airfield Project of the Year Award**
Runway 5-23 Safety Area Improvements – Construct MALSR and Grade En Route Automation System (ERAS) • Morristown Municipal Airport (NJ)
- **2022 ACI-NA Environmental Achievement Award**
Rehabilitate Airfield Signage and Lighting • Roanoke-Blacksburg Regional Airport (VA)
- **2022 NEC/AAAE Airfield Project of the Year Award**
Runway 5-23 Safety Area Improvements • Morristown Municipal Airport (NJ)
- **2021 Southeast Conference AAAE's Commercial Airport Project of the Year**
Rehabilitate Taxiway M West • Charlotte Douglas International Airport (NC)
- **2017 Southeast Conference AAAE's Commercial Airport Project of the Year**
Rehabilitate Taxiway C North • Charlotte Douglas International Airport (NC)
- **2017 ACEC/NM Engineering Excellence Honorable Mention**
Extend Runway 3-21 • Alamogordo-White Sands Regional Airport (NM)
- **2014 ACEC/VA Merit Award**
Extend Runway 21 • Charlottesville-Albemarle Airport (VA)
- **2012 Illuminating Engineering Society Air Carrier Lighting Award**
Extend Runway 32 • Salisbury-Ocean City: Wicomico Regional Airport (MD)
- **2011 Illuminating Engineering Society General Aviation Lighting Award**
Rehabilitation of Runway 10-28 Lighting • Wayne County Airport (OH)
- **2011 ACEC/NM Engineering Excellence Award**
Runway 12-30 Reconstruction • Las Cruces International Airport (NM)
- **2009 ACEC/VA Engineering Excellence Award**
Extend Runway 4 • Lynchburg Regional Airport (VA)





Required Federal Forms

EXHIBIT 7 Required Federal Forms

CERTIFICATION OF OFFERER REGARDING DEBARMENT

By submitting a proposal under this solicitation, the offeror certifies that neither it nor its principals are presently debarred or suspended by any Federal department or agency from participation in this transaction.

CERTIFICATION OF LOWER TIER CONTRACTORS REGARDING DEBARMENT

The successful bidder, by administering each lower tier subcontract that exceeds \$25,000 as a “covered transaction”, must verify each lower tier participant of a “covered transaction” under the project is not presently debarred or otherwise disqualified from participation in this federally assisted project. The successful bidder will accomplish this by:

1. Checking the System for Award Management at website: <http://www.sam.gov>.
2. Collecting a certification statement similar to the Certification of Offerer /Bidder Regarding Debarment, above.
3. Inserting a clause or condition in the covered transaction with the lower tier contract.

If the Federal Aviation Administration later determines that a lower tier participant failed to disclose to a higher tier participant that it was excluded or disqualified at the time it entered the covered transaction, the FAA may pursue any available remedies, including suspension and debarment of the non-compliant participant.

CERTIFICATION REGARDING LOBBYING

The Offeror certifies by signing and submitting this bid or proposal, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the Offeror, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, “Disclosure Form to Report Lobbying,” in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, subgrants, and





contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

CERTIFICATION OF OFFERER/BIDDER REGARDING TAX DELINQUENCY AND FELONY CONVICTIONS

The applicant must complete the following two certification statements. The applicant must indicate its current status as it relates to tax delinquency and felony conviction by inserting a checkmark () in the space following the applicable response. The applicant agrees that, if awarded a contract resulting from this solicitation, it will incorporate this provision for certification in all lower tier subcontracts.

Certifications

1. The applicant represents that it is () is not () a corporation that has any unpaid Federal tax liability that has been assessed, for which all judicial and administrative remedies have been exhausted or have lapsed, and that is not being paid in a timely manner pursuant to an agreement with the authority responsible for collecting the tax liability.
2. The applicant represents that it is () is not () is not a corporation that was convicted of a criminal violation under any Federal law within the preceding 24 months.

Note

If an applicant responds in the affirmative to either of the above representations, the applicant is ineligible to receive an award unless the sponsor has received notification from the agency suspension and debarment official (SDO) that the SDO has considered suspension or debarment and determined that further action is not required to protect the Government's interests. The applicant therefore must provide information to the owner about its tax liability or conviction to the Owner, who will then notify the FAA Airports District Office, which will then notify the agency's SDO to facilitate completion of the required considerations before award decisions are made.

Term Definitions

Felony conviction: Felony conviction means a conviction within the preceding twenty-four (24) months of a felony criminal violation under any Federal law and includes conviction of an offense defined in a section of the U.S. code that specifically classifies the offense as a felony and conviction of an offense that is classified as a felony under 18 U.S.C. § 3559.

Tax Delinquency: A tax delinquency is any unpaid Federal tax liability that has been assessed, for which all judicial and administrative remedies have been exhausted, or have lapsed, and that is not being paid in a timely manner pursuant to an agreement with the authority responsible for collecting the tax liability.

TRADE RESTRICTION CERTIFICATION





By submission of an offer, the Offeror certifies that with respect to this solicitation and any resultant contract, the Offeror –

1. is not owned or controlled by one or more citizens of a foreign country included in the list of countries that discriminate against U.S. firms as published by the Office of the United States Trade Representative (USTR);
2. has not knowingly entered into any contract or subcontract for this project with a person that is a citizen or national of a foreign country included on the list of countries that discriminate against U.S. firms as published by the USTR; and
3. has not entered into any subcontract for any product to be used on the Federal project that is produced in a foreign country included on the list of countries that discriminate against U.S. firms published by the USTR.

This certification concerns a matter within the jurisdiction of an agency of the United States of America and the making of a false, fictitious, or fraudulent certification may render the maker subject to prosecution under Title 18 USC Section 1001.

The Offeror/Contractor must provide immediate written notice to the Owner if the Offeror/Contractor learns that its certification or that of a subcontractor was erroneous when submitted or has become erroneous by reason of changed circumstances. The Contractor must require subcontractors provide immediate written notice to the Contractor if at any time it learns that its certification was erroneous by reason of changed circumstances.

Unless the restrictions of this clause are waived by the Secretary of Transportation in accordance with 49 CFR 30.17, no contract shall be awarded to an Offeror or subcontractor:

1. who is owned or controlled by one or more citizens or nationals of a foreign country included on the list of countries that discriminate against U.S. firms published by the USTR or
2. whose subcontractors are owned or controlled by one or more citizens or nationals of a foreign country on such USTR list or
3. who incorporates in the public works project any product of a foreign country on such USTR list.

Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render, in good faith, the certification required by this provision. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

The Offeror agrees that, if awarded a contract resulting from this solicitation, it will incorporate this provision for certification without modification in all lower tier subcontracts. The Contractor may rely on the certification of a prospective subcontractor that it is not a firm from a foreign country included on the list of countries that discriminate against U.S. firms as published by USTR, unless the Offeror has knowledge that the certification is erroneous.

This certification is a material representation of fact upon which reliance was placed when making an award. If



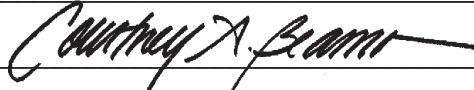


it is later determined that the Contractor or subcontractor knowingly rendered an erroneous certification, the Federal Aviation Administration (FAA) may direct through the Owner cancellation of the contract or subcontract for default at no cost to the Owner or the FAA.

Company Name: Delta Airport Consultants, Inc.

By: Courtney A. Beamon

Title: President

Signature: 

Date: August 22, 2023





Project/Contract Listing Form

EXHIBIT 8 Project/Contract Listing Form

Offerors shall list all current contracts with the Town of Taos

FIRM: Delta Airport Consultants, Inc. DATE: August 22, 2023

Table A – Project Specific Contracts

PROJECT DIRECTLY AWARDED TO FIRM	CONTRACT DATE	CONTRACT AMOUNT (in dollars \$)	% COMPLETE TO DATE	CONTRACT AMOUNT EXPENDED TO DATE (in dollars \$)	CONTRACT REMAINING BALANCE (in dollars \$)
1. N/A					
2.					
3.					
4.					
5.					
				TOTALS	N/A
					N/A

Table B – On-Call Contracts

PROJECT DIRECTLY AWARDED TO FIRM	CONTRACT DATE	CONTRACT AMOUNT	TOTAL AMOUNT TASKED OUT TO DATE (in dollars \$)	% OF TASKED OUT WORK COMPLETE TO DATE	TOTAL TASKED OUT WORK EXPENDED TO DATE (in dollars \$)	TOTAL REMAINING BALANCE OF TASKED OUT WORK (in dollars \$)
1. N/A						
2.						
3.						
4.						
5.						
		TOTALS	N/A		N/A	N/A

Notes:

1. If any award is not proceeding in contract negotiations, please indicate the status in the "Remarks" below.
2. Fees do not include reimbursable expenses, which include: travel, per diem, printing, telephone or reproduction cost.
3. Federal funds shall be included in project calculations pursuant to NMSA 1978, Section 13-1-120 B (6).
4. Any Award of Contract that has not resulted in a written contract offer to the Offeror, within 6 months of written notice, shall not be considered an award for the purposes of the Project Listing Form.
5. Contact the person designated in Section 2.5, if there are ANY questions regarding the correct completion of this form. (Use additional sheets if necessary).

REMARKS:

