

SMITH REYNOLDS AIRPORT

Request for Letters of Interest

Forsyth County, North Carolina, is soliciting letters from entities that are interested in opening a second Fixed Base Operation (“FBO”) on Smith Reynolds Airport (“Airport”). This request for letters of interest invites each entity to perform its own investigation and make its own assessments as to the extent and nature of the business best suited for the Airport. In order to provide insight into the opportunity, a number of documents are available on the Airport’s website www.smithreynolds.org. This is not a bid. The Smith Reynolds Airport Board is attempting to evaluate interests.

When submitting a letter of interest, the Smith Reynolds Airport Board would appreciate prospective FBO entities to include insight into the proposed business model and their approach to the economic market. Please indicate who will own and operate the proposed FBO at Smith Reynolds Airport and brief experience in the industry.

Letters of Interest should be addressed to the following:

Mark R. Davidson, A.A.E.
Airport Director
Smith Reynolds Airport
3801 N. Liberty Street
Winston-Salem, NC 27105
mark.davidson@smithreynolds.org

Letters of interest should be submitted on or before July 31, 2020. Questions concerning this request for Letters of Interest should be submitted in writing to mark.davidson@smithreynolds.org no later than July 17, 2020.

Supporting Information

Current FBO

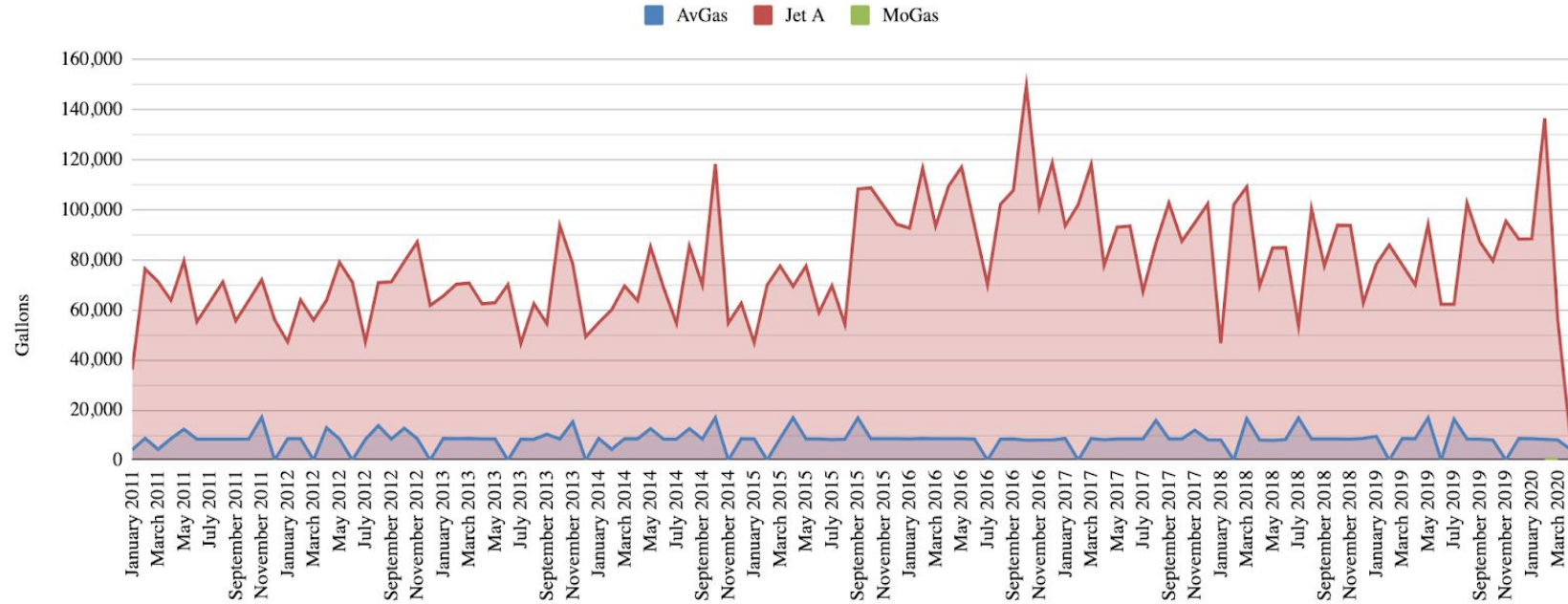
Signature Flight Support

Lease termination date:

December 31, 2040

Historic Fuel Volumes

Historic Fuel Volumes



2020													
Type	January 2020 (gal)	February 2020 (gal)	March 2020 (gal)	April 2020 (gal)	May 2020 (gal)	June 2020 (gal)	July 2020 (gal)	August 2020 (gal)	September 2020 (gal)	October 2020 (gal)	November 2020 (gal)	December 2020 (gal)	Annual Total
MoGas		399	300										699
Signature Avgas	8,517	8,251	7,991	4,210									28,969
Airline/Signature Jet-A	15,998	40,004	16,002	0									72,004
Signature Jet-A	72,401	96,498	40,162	8,010									217,071
Total	96,916	144,753	64,155	12,220	0	0	0	0	0	0	0	0	318,743
2019													
Type	January 2019 (gal)	February 2019 (gal)	March 2019 (gal)	April 2019 (gal)	May 2019 (gal)	June 2019 (gal)	July 2019 (gal)	August 2019 (gal)	September 2019 (gal)	October 2019 (gal)	November 2019 (gal)	December 2019 (gal)	Annual Total
Signature Avgas	9,488	0	8,626	8,539	16,834	0	16,313	8,431	8,338	7,977	0	8,597	93,143
Airline/Signature Jet-A	0	0	0	0	0	0	0	8,002	0	8,000	16,004	24,004	56,010
Signature Jet-A	78,259	85,875	77,983	70,099	94,072	62,215	62,252	94,600	87,157	71,576	79,395	64,240	927,723
Total	87,747	85,875	86,609	78,638	110,906	62,215	78,565	111,033	95,495	87,553	95,399	96,841	1,076,876
2018													
Type	January 2018 (gal)	February 2018 (gal)	March 2018 (gal)	April 2018 (gal)	May 2018 (gal)	June 2018 (gal)	July 2018 (gal)	August 2018 (gal)	September 2018 (gal)	October 2018 (gal)	November 2018 (gal)	December 2018 (gal)	Annual Total
Signature Avgas	8,040	0	16,575	8,018	7,870	8,216	16,766	8,404	8,392	8,421	8,385	8,637	107,724
Signature Jet-A	46,671	101,946	109,107	69,574	84,723	84,834	53,660	100,335	77,543	93,801	93,684	62,779	978,657
Total	54,711	101,946	125,682	77,592	92,593	93,050	70,426	108,739	85,935	102,222	102,069	71,416	1,086,381
2017													

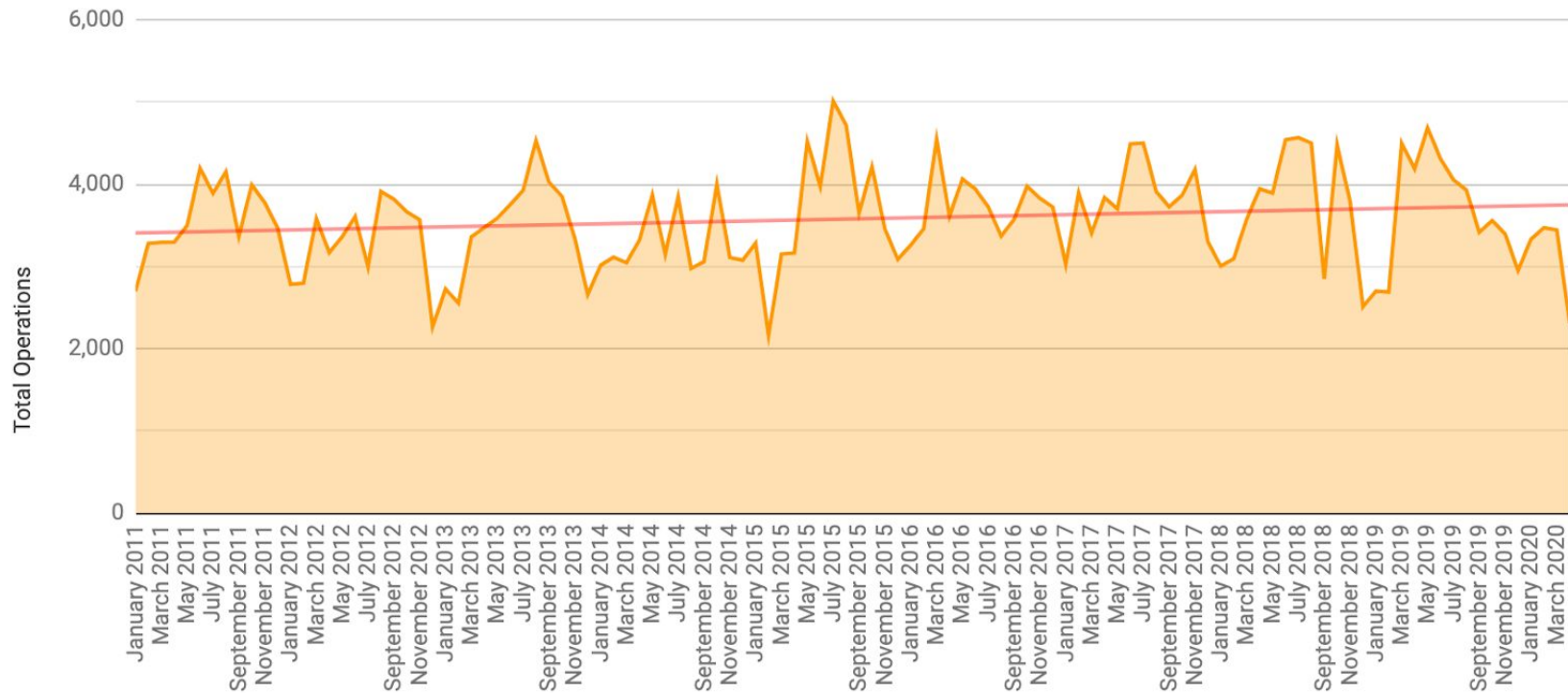
Type	January 2017 (gal)	February 2017 (gal)	March 2017 (gal)	April 2017 (gal)	May 2017 (gal)	June 2017 (gal)	July 2017 (gal)	August 2017 (gal)	September 2017 (gal)	October 2017 (gal)	November 2017 (gal)	December 2017 (gal)	Annual Total
Signature Avgas	8,615	0	8,573	8,071	8,451	8,449	8,454	15,802	8,439	8,412	11,876	8,127	103,269
Airline/Signature Jet-A	23,360	23,898	23,827	0	0	0	0	0	0	0	0	0	71,085
Signature Jet-A	70,221	78,049	94,197	77,681	92,991	93,455	67,364	86,681	102,733	87,385	94,764	102,374	1,047,895
Total	102,196	101,947	126,597	85,752	101,442	101,904	75,818	102,483	111,172	95,797	106,640	110,501	1,222,249
2016													
Type	January 2016 (gal)	February 2016 (gal)	March 2016 (gal)	April 2016 (gal)	May 2016 (gal)	June 2016 (gal)	July 2016 (gal)	August 2016 (gal)	September 2016 (gal)	October 2016 (gal)	November 2016 (gal)	December 2016 (gal)	Annual Total
Signature Avgas	8,437	8,559	8,532	8,487	8,502	8,353	0	8,380	8,442	7,939	8,019	8,051	91,701
Airline/Signature Jet-A	30,740	85,452	23,439	31,317	23,823	23,497	23,505	15,799	19,448	46,914	31,563	23,545	379,042
Signature Jet-A	61,868	31,169	70,018	78,095	93,123	70,122	46,488	86,350	88,284	102,555	69,564	95,177	892,813
Total	101,045	125,180	101,989	117,899	125,448	101,972	69,993	110,529	116,174	157,408	109,146	126,773	1,363,556
2015													
Type	January 2015 (gal)	February 2015 (gal)	March 2015 (gal)	April 2015 (gal)	May 2015 (gal)	June 2015 (gal)	July 2015 (gal)	August 2015 (gal)	September 2015 (gal)	October 2015 (gal)	November 2015 (gal)	December 2015 (gal)	Annual Total
Signature Avgas	8,414	0	8,649	16,905	8,398	8,429	8,191	8,333	16,835	8,498	8,534	8,484	109,670
Airline/Signature Jet-A	0	0	0	0	0	0	0	0	38,485	23,299	31,379	23,476	116,639
Signature Jet-A	46,895	69,901	77,550	69,400	77,457	58,886	69,686	54,223	69,771	85,419	69,949	70,680	819,817
Total	55,309	69,901	86,199	86,305	85,855	67,315	77,877	62,556	125,091	117,216	109,862	102,640	1,046,126
2014													

Type	January 2014 (gal)	February 2014 (gal)	March 2014 (gal)	April 2014 (gal)	May 2014 (gal)	June 2014 (gal)	July 2014 (gal)	August 2014 (gal)	September 2014 (gal)	October 2014 (gal)	November 2014 (gal)	December 2014 (gal)	Annual Total
Signature Avgas	8,608	4,275	8,531	8,471	12,524	8,310	8,340	12,535	8,370	16,930	0	8,519	105,413
Signature Jet-A	54,856	60,007	69,576	63,613	85,157	69,009	54,628	85,473	69,912	118,236	54,643	62,604	847,714
Total	63,464	64,282	78,107	72,084	97,681	77,319	62,968	98,008	78,282	135,166	54,643	71,123	953,127
2013													
Type	January 2013 (gal)	February 2013 (gal)	March 2013 (gal)	April 2013 (gal)	May 2013 (gal)	June 2013 (gal)	July 2013 (gal)	August 2013 (gal)	September 2013 (gal)	October 2013 (gal)	November 2013 (gal)	December 2013 (gal)	Annual Total
Signature Avgas	8,588	8,519	8,589	8,395	8,404	0	8,334	8,295	10,320	8,393	15,264	0	93,101
Signature Jet-A	65,439	70,214	70,677	62,408	62,791	70,053	46,628	62,474	54,537	93,684	78,306	49,283	786,494
Total	74,027	78,733	79,266	70,803	71,195	70,053	54,962	70,769	64,857	102,077	93,570	49,283	879,595
2012													
Type	January 2012 (gal)	February 2012 (gal)	March 2012 (gal)	April 2012 (gal)	May 2012 (gal)	June 2012 (gal)	July 2012 (gal)	August 2012 (gal)	September 2012 (gal)	October 2012 (gal)	November 2012 (gal)	December 2012 (gal)	Annual Total
Signature Avgas	8,547	8,548	0	12,851	8,428	0	8,246	13,748	8,385	12,703	8,567	0	90,023
Airline/Signature Jet-A	0	0	0	0	0	0	0	0	0	0	0	0	0
Signature Jet-A	47,211	63,936	55,937	63,743	78,981	70,959	47,168	70,881	71,172	79,244	87,095	61,778	798,105
Total	55,758	72,484	55,937	76,594	87,409	70,959	55,414	84,629	79,557	91,947	95,662	61,778	888,128
2011													
Type	January 2011 (gal)	February 2011 (gal)	March 2011 (gal)	April 2011 (gal)	May 2011 (gal)	June 2011 (gal)	July 2011 (gal)	August 2011 (gal)	September 2011 (gal)	October 2011 (gal)	November 2011 (gal)	December 2011 (gal)	Annual Total
Signature Avgas	4,092	8,669	4,295	8,575	12,300	8,324	8,329	8,345	8,311	8,435	17,059	0	96,734

Airline/Signature Jet-A	0	0	15,811	0	15,927	0	0	0	0	0	0	0	31,738
Signature Jet-A	36,134	76,326	55,467	63,796	63,559	55,290	63,119	71,108	55,622	63,690	71,991	55,996	732,098
Total	40,226	84,995	75,573	72,371	91,786	63,614	71,448	79,453	63,933	72,125	89,050	55,996	860,570

Historic Operations

Historic Operations



Based Aircraft

70

Type of Aircraft

Single Engine	57
Multi Engine	5
Jet	8
Helicopter	0

Tenants at the Airport

FBO/Charter

Blue Star Properties

Dividair

Signature Flight Support

Flight Schools

Piedmont Flight Training

Rental Car and Truck Agencies

Avis/Budget

Hertz

Budget Truck Rental

Other Tenants

Aero 8

Truist (BB&T)

Carolina Air and Auto Center
Epes Transport System, Inc.
Forsyth Technical Community College
JD Byers Law Firm
North State Aviation
Piedmont Aircraft Sales
Piedmont Snack Bar
Piedmont Propulsion Systems, LLC
Piedmont Advantage Credit Union
Property Maintenance Speciality and Design Group Inc.
Willard's Cab Company, Inc.