

## **REQUEST FOR PROPOSALS (RFP)**

### **A. Introduction**

Osage, LLC seeks proposals from qualified respondents to develop a multi-site master planning strategy for the Skyway36 droneport site and adjoining parcels and related facilities. For this master plan Osage, LLC requests a strategy that guides an immediate, industry-specific development strategy conducive for advanced, unmanned aerospace activities and one that specifies feasible, relevant land-use forecasting (3, 5, and 10-year timelines) for real estate activities that complement and enhance aerospace activities conducted at key sites. The master plan requested should identify facility needs and future development options to accommodate potential growth, while assessing the ability of the existing airfield to support the forecast demands.

This RFP comes at a pivotal time in Tulsa's aerospace legacy. Notably, the Skyway36 site was the recent recipient of multiple federal awards from the United States Economic Development Administration, the Build Back Better Regional Challenge program, and the Regional Technology and Innovation Hubs (Tech Hubs) program. These significant federal investments, coupled with the vision and past and future support from the Osage Nation highlights the importance and potential of the airfield site and adjoining properties.

Osage, LLC is seeking an experienced and nationally, recognized site planning firm to strategically develop 168 acres of land (*see* Appendix). This acreage is divided among two key sites of interest. The chosen firm will be required to evaluate the best use of land at each site of interest, conduct infrastructure evaluations and develop all necessary requirements therefor depending on the type of activity suggested by the firm. Below are the two key sites identified for this plan:

### **B. Skyway36 and Adjacent Tracts**

The site at Skyway36 is comprised of 1 centralized office building (88,000 sqft), 1 smaller operational building (1,600 sqft), 1 aircraft hangar (4,800 sqft), 1 aviation fuel farm, and 1 runway. Construction will begin on a new structure on the droneport in summer 2024. The property was acquired by the Osage Nation in 2006 and began to be marketed as a droneport in 2015 with the parcel later transferred to Osage, LLC for management in 2021. In 2022, Osage LLC contracted with DronePort Network to manage, operate and develop Skyway36.

The immediate site, adjacent to Osage Nation's flagship casino, is approximately 125 acres containing approximately 89,600 sqft of office space and 4,800 sqft of hanger space (*see* Appendix). Additionally, the site has a 3,000' x 40' paved runway suitable for fixed wing UAS and GA aircraft, which is unpainted and unlit, paved runway – currently not conducting manned operations. The objective of this site is to ensure it is identified and prepared for immediate, best use, including identifying infrastructure upgrades and requirements to make the property ready for development. Additionally, the chosen firm will be requested to identify land-uses that are complementary for the prescribed airfield activities. The chosen firm will take into consideration site aesthetics, visual line of sight and encroachment to the casino property.

The Skyway36 droneport is a keystone site in Tulsa's successful Build Back Better proposal, Tulsa Regional Advanced Mobility, with the Skyway36 property being a critical node along the nation's most ambitious Unmanned Aerial Systems (UAS) testing range. Skyway Range aims to establish a world-class testing facility for AAM technologies, fostering economic development and job creation in the Tulsa region. Skyway36 is part of a 114-nautical mile flight test range allowing for autonomous systems and extended/beyond-visual-line-of-sight (EVLOS/BVLOS) operations. It leverages an existing FAA-approved corridor between Glencoe (OSU Unmanned Aircraft Flight Station) and Pawnee (CENFEX OSU), Oklahoma, with planned expansion to near Tulsa (Skyway36 droneport) and the Osage Nation Ranch (Skyway North). Skyway Range is a combination of ground infrastructure, a sensor and communications network, and airspace that can enable UAS to conduct BVLOS operations.

### C. Oakley Property

Located to the south of the Skyway36 droneport property, the Oakley properties are owned by the Osage Nation, consisting of approximately 65 acres are used primarily for light industrial activities. The contracted firm will identify site uses and upgrades needed to attract corporate offices, and industrial park development to include potential large-scale manufacturing activities located within the property. The firm should also provide examples and planning steps for colocation of commercial properties and activities.

#### 1. Scope of Services, Work & Deliverables

This RFP seeks respondents with proven expertise in working with multiple stakeholders to develop strategic plans related to airfield strategy, aviation supporting infrastructure, and real estate development. The chosen firm will be expected to develop a comprehensive master plan of the Skyway36 site through in-depth engagement with stakeholders and potential clients, visiting the site and assessing best practices at comparable facilities. **For planning purposes, the available budget for this proposal is \$125,000 to \$190,000.**

The deliverable components in the master plan for the Skyway36 site are as follows:

- 1) An industrial land use and development plan that includes industrial, office, flex manufacturing, and storage space. This plan should include a recommended phasing (3, 5, and 10-year increments), implementation strategy, and vertical integration strategy of land assets owned by and operated by Osage Nation and Osage, LLC. Identify demand levels that will trigger the need for facility additions or improvements and estimate the extent of new facilities to meet that demand. This plan is expected to be public facing with executive summary and overview that will be presented to a range of technical and non-technical stakeholders.
- 2) Assessment of necessary infrastructural upgrades (road, power, water, drainage, etc.) and site preparation to accommodate the development described above.
- 3) Recommendations for infrastructure and building layouts/designs that maximize the accessibility and land use while minimizing disruption to adjacent activities at the Osage Nation Casino. This includes strategizing and creating an inventory of

physical assets needed to support and further operations, specifically focusing on general aviation facilities, support facilities, utilities, and airfield development.

- 4) Distributable renderings of potential future development based on the proposed land use plan, design guidelines, and facility suggestions.

Any proposed adjustments or additions to these deliverables should be clearly spelled out in the respondent's proposal.

## **2. Eligibility and Requirements**

Qualified respondents must have:

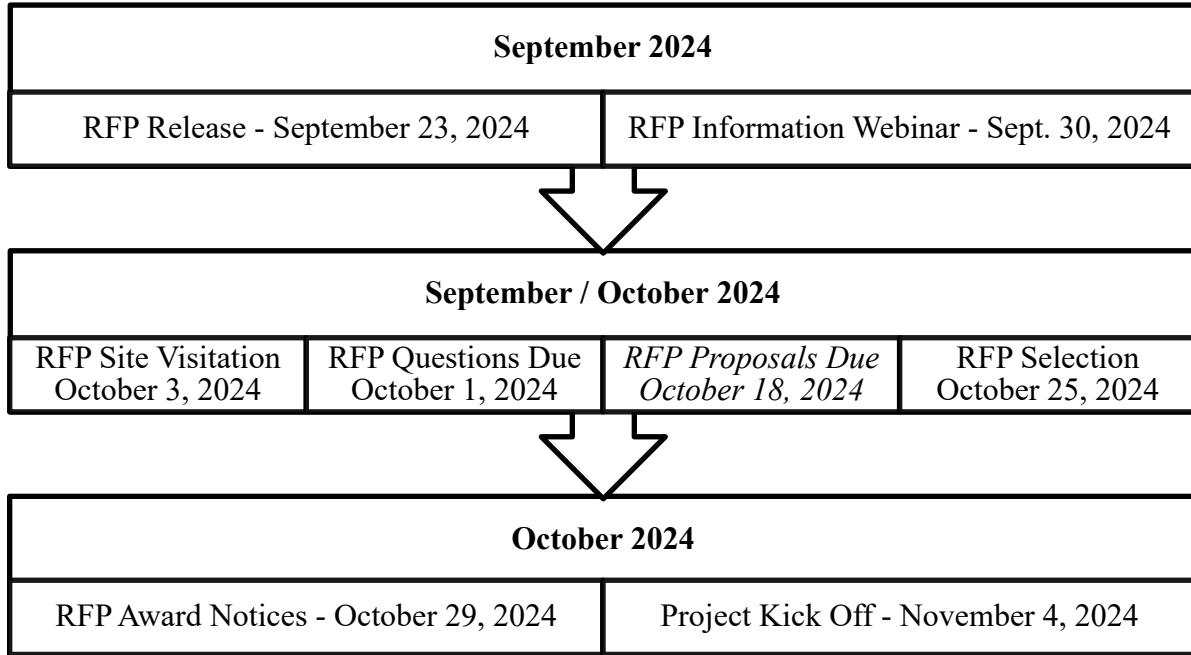
- 1) Significant experience in developing master plans for small airports, with specific experience in developing master plans for droneports, vertiports, and/or facilities for electric aircraft.
- 2) Extensive experience in land use planning for industrial complexes and trust land.
- 3) Experience working with tribal nations, and/or familiarity working on tribally affiliated development projects. Familiarity with tribal trust law strongly preferred.

Respondents may be, but are not limited to, public or private corporations, consultancy firms, individual consultants, or informal groups of consultants. Respondents must be able to provide specific examples and/or samples of previous work developing similar master plans. Specific industry and/or academic UAS knowledge is not required, but is strongly encouraged. Respondents must have a strong understanding of aviation real estate and supporting activities.

The selected respondent will be required to obtain a business license from the Osage Nation, as required by Title 4, § 5-301 of the Osage Nation Code, to conduct business activity on lands under the jurisdiction of the Osage Nation. (Osage Nation business license information can be found at this website: <https://www.osagenation-nsn.gov/business>)

The selected respondent must and hereby agrees that any and all disputes arising from any subsequent agreement(s) or otherwise shall be decided exclusively in courts of the Osage Nation under the laws of the Osage Nation. The selected respondent must consent to the jurisdiction and venue of said courts and must further waive any objection to the jurisdiction, venue, and/or the application of the laws of the Osage Nation. Neither Osage, LLC, nor the Osage Nation, waives, limits, or modifies, in any way, its sovereign immunity. These terms are non-negotiable. Diversity and inclusion are core values of the sponsoring organizations. MWBE and tribal affiliated firms are encouraged to respond.

**3. Anticipated Project Schedule:**



**4. Proposal Submission and Instructions:**

Qualified respondents should submit a response to **Osage LLC by October 18th, 2024.**

1. A description of the respondent firm’s qualifications, including relevant prior experience and brief bios of key team members who will be contributing to this project (Maximum 2 pages).
2. A comprehensive project plan with detailed scope of work, project vision, execution timeline with milestones and completion dates. (Maximum 5 pages)
3. A stakeholder engagement plan, including expected cadence for meetings, visitation of the Skyway36 site, and delivery of initial drafts for feedback. (Maximum 1 pages).
4. Cost estimates, inclusive of all costs necessary to complete the deliverables specified above (labor, materials, travel, etc.) (Maximum 1 page)
5. Required adjustments to the proposed timeline specified above, if any.

Any questions pertaining to this RFP are to be directed to Aaron Baker (DronePort Network) at [abaker@droneports.net](mailto:abaker@droneports.net) by October 1, 2024, before 5:00 PM Central Standard Time.

**5. Selection Process and Criteria**

Responses will be reviewed promptly and evaluated by a Selection Committee based on the following criteria:

Criteria	Grading
<p>Qualifications of the Project Team :</p> <ol style="list-style-type: none"> <li>1. Strength and reputation of consultant leadership and team.</li> <li>2. Knowledge of advanced air mobility sector and infrastructure required.</li> <li>3. Alignment with Osage, LLC and Skyway Range values and vision.</li> </ol>	30%
<p>Relevance of Prior Experience:</p> <ol style="list-style-type: none"> <li>1. Experience developing similar strategic master plans.</li> <li>2. Level of detail and viability.</li> <li>3. Understanding of trends in aviation infrastructure and supporting land.</li> </ol>	20%
<p>Budget &amp; Cost:</p> <ol style="list-style-type: none"> <li>1. Adequate and reasonable budget</li> <li>2. Justified expenditures that are in line with proposal requests.</li> </ol>	20%
<p>Responsiveness of Proposal and Methodology</p> <ol style="list-style-type: none"> <li>1. Proposal uniqueness and scope of work aligns with project goals.</li> <li>2. Demonstrated ability to complete tasks in allotted timeline.</li> <li>3. Understanding of Tulsa ecosystems and overall development process.</li> <li>4. Demonstration of readiness to proceed and meet the terms of the consulting contract.</li> </ol>	30%

## 6. Information Session and Notifications

DronePort Network, in support of Osage LLC, will hold an information session on September 30th, 2024, at 1:00 PM Central Standard Time\*, which will include an overview of Skyway36 and the RFP requirements as well as time to answer questions from respondents regarding the Skyway Range. If interested in attending this information session, please contact Aaron Baker at [abaker@droneports.net](mailto:abaker@droneports.net)

Following this presentation, the sponsoring organizations will release an FAQ document based on the questions emailed and asked during the information session. All candidates who respond to the RFP will be notified of their status no later than October 30th, 2024, by email. The

contract period for the consulting engagement is intended to begin in November 15<sup>th</sup>, 2024\* and is expected to conclude no later than the final week of February of 2025.\*

*\*All dates subject to change*

## **7. Background**

The planning process will primarily involve liaising and working with DronePort Network and Osage, LLC staff, in addition to pertinent tribal entities, including but not limited to: Osage Casinos, Osage Gaming Commission, Osage Nation Real Estate Services, Osage Congressional members, and the Executive Branch of the Osage Nation. Other relevant and more information on planning stakeholders and committee members include the following entities:

- **The Skyway Range, Inc.**

Osage, LLC in collaboration with Tulsa Innovation Labs (TIL) and Oklahoma State University, formed Skyway Range, a 501C(3) formed to facilitate necessary roles to stand up the Unmanned Aerial Systems (UAS) and Advanced Aerial Mobility (AAM), but the goal is to have Skyway Range be a self-sustaining entity within 3 years. The purpose of Skyway Range is to establish, equip, operate, and maintain a flight test range (flight corridor) meeting Federal Aviation Administration (FAA) regulation and to help ensure access to testing facilities for start-ups and technologies in the region.

- **Osage, LLC**

Osage LLC is the holding company for non-gaming business assets owned by the Osage Nation. Osage LLC's mission is to increase the wealth of the Osage Nation and provide greater employment opportunities for its people, and a vision of promoting economic development for the Osage Nation by building sustainable wealth, cultivating assets, and bringing job opportunities to the Osage people, for a healthier, self-sufficient, and independent Nation.

- **Osage Nation Congress**

The mission of Osage Nation Congress is to adopt a system of laws that promote the health, education, and well-being of Osage citizens. They preserve the checks and balances of the government by the independent exercise of legislative powers, and they carry out oversight responsibilities to enhance government accountability.

- **Skyway36**

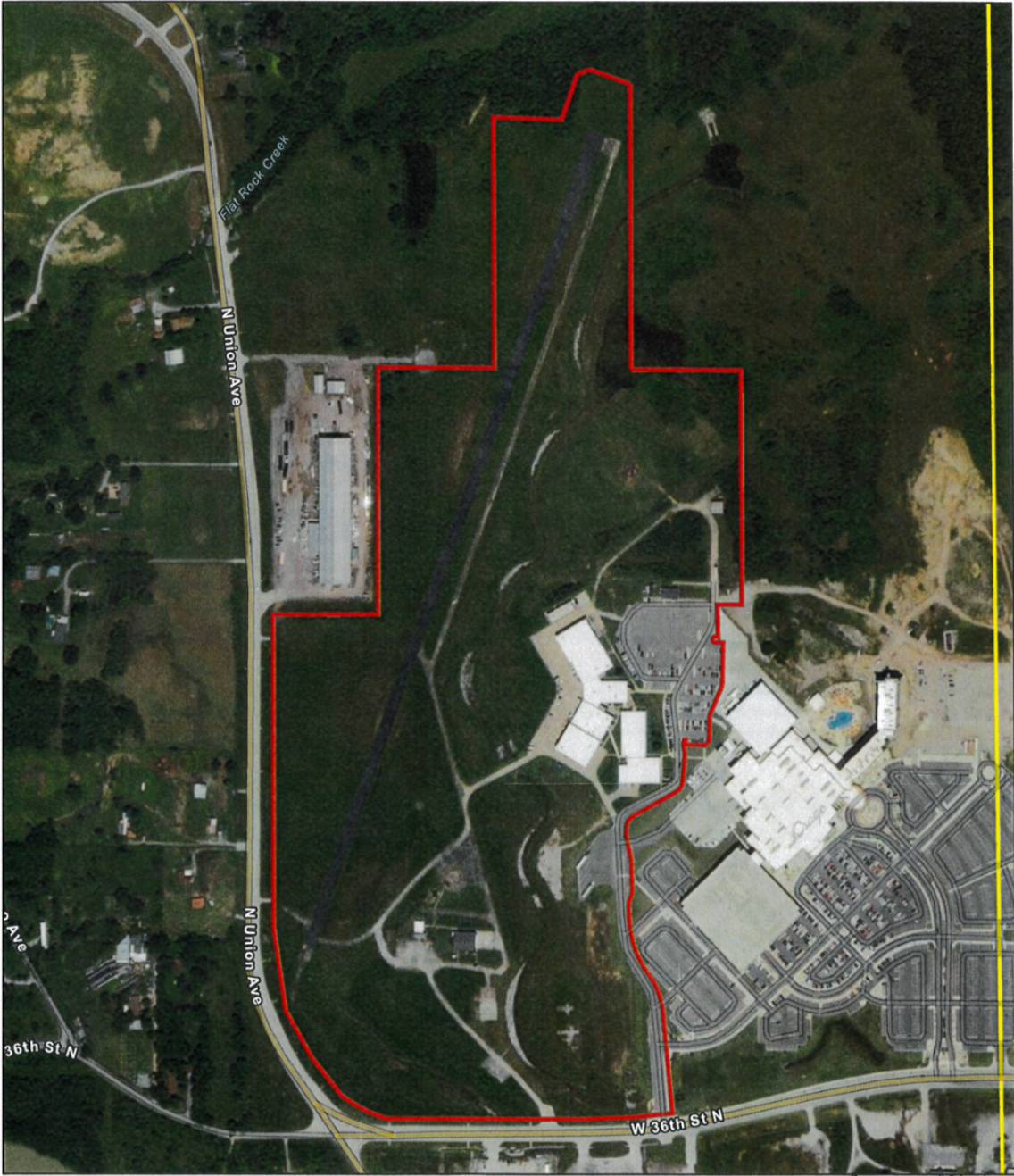
Operated by DronePort Network, Skyway36 Droneport and Technology Innovation Center is the ideal location for flight testing all modes of UAS and AAM technologies. Strategically situated within Osage Nation, less than 5 miles from downtown Tulsa and 10 miles from Tulsa International Airport, Skyway36 provides a unique combination of urban cityscape and rural environments.

- **Tulsa Innovation Labs**

Recognizing that the jobs of the future are rooted in a thriving innovation economy, Tulsa Innovation Labs LLC (TIL) was founded to help build a tech hub in Tulsa that leverages the strengths of the heartland and expands opportunities in tech. Launched in 2020, TIL developed the city's first tech-led economic development strategy, a rigorous and data driven effort to determine the strongest opportunities for Tulsa's economy. TIL is implementing this strategy and focusing its startup, academic innovation, and talent initiatives on catalyzing five interconnected ecosystems, together called "Tulsa's Tech Niche": Virtual health, energy tech, advanced aerial mobility, cyber, and data analytics.

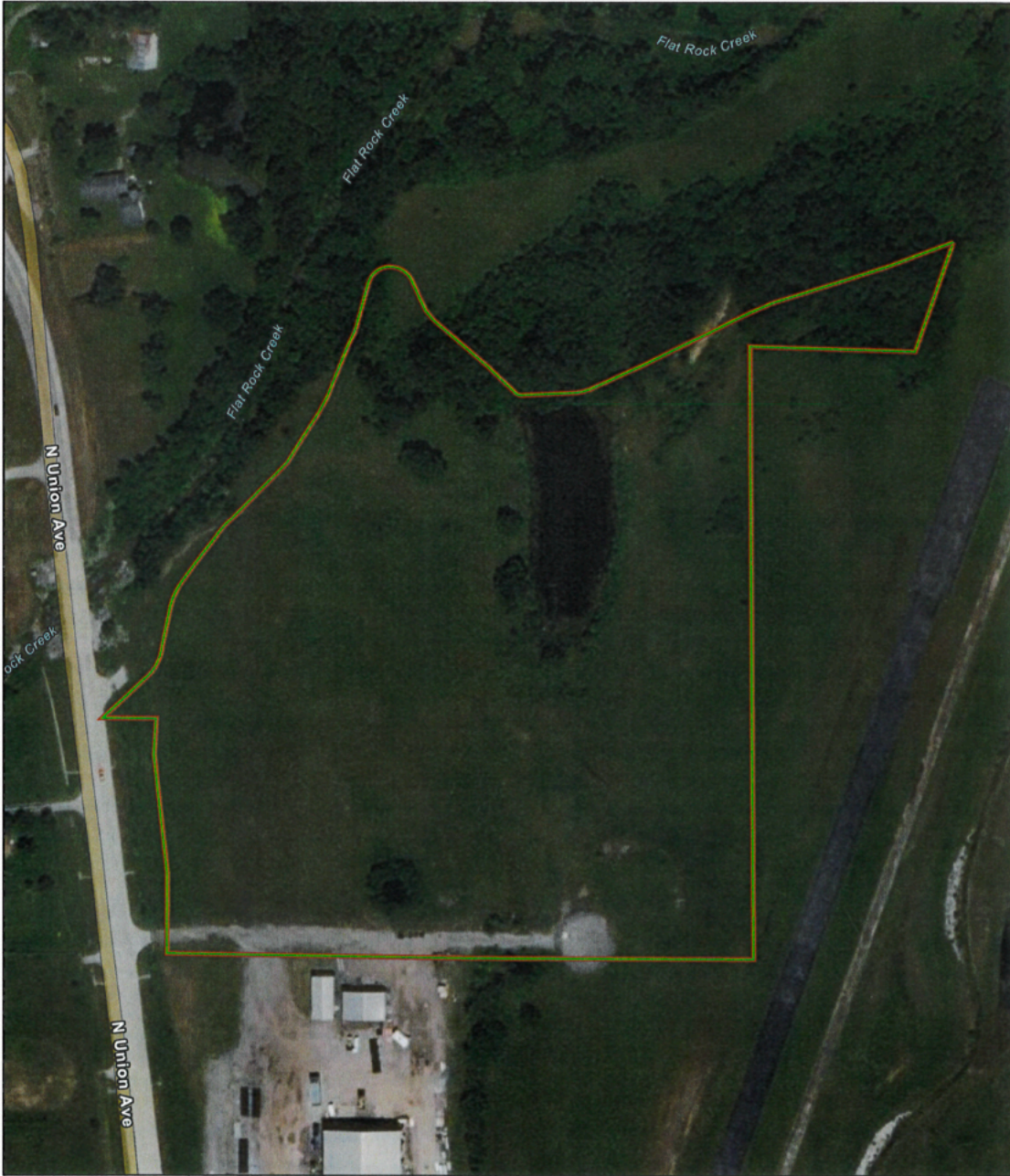
**Appendix**

a. Skyway36, Osage LLC, Facilities and Runway – approx. 103 acres (two pictures below).



*This map is for informational use only. Not a survey. Current as of 8/25/2021*





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Current as of 8/25/2021

b. Osage Nation, Oakley Properties – approximately 65 acres.

