



**SAN JOSE
MINETA
INTERNATIONAL
AIRPORT**

General Aviation Services Aeronautical Development

Industry Day Presentation

June 10, 2026

*DISCLAIMER: ALL INFORMATION CONTAINED IN THIS
PRESENTATION IS SUBJECT TO CHANGE*

SJC Team

Mookie Patel – Director of Aviation

Marta Barettoni – Deputy Director of Finance and Administration

Drake Beaton – Division Manager

Megan Kennedy-Busch – Acting Principal Property Manager

Shea Dodds – Senior Property Manager

James Young Holloway – Property Manager

Disclaimer

Purpose of Today's Meeting

- Present the opportunity and anticipated requirements
- Gather industry feedback

All Information is Subject to Change

- This presentation is provided for informational and discussion purposes only and does not constitute a commitment, offer or obligation by the City of San José or San José Mineta International Airport
- The City reserves the right to modify, delay, or cancel any future solicitation or development opportunity at any time for any reason
- The City of San José also reserves the right to hold additional meetings and informational sessions to further refine the potential development opportunity

Biddingo

**To find the City of San Jose bid and proposal opportunities,
visit the City's online purchasing website at**

<https://www.biddingo.com/sanjose>.

**There is no cost to sign up, view bids, or submit responses
through the City of San Jose Biddingo system.**



RFP Objectives

- Ensure the continued economic viability of the Airport
- Provide the highest level of financial gain to the Airport
- Provide service that expands the current offerings to SJC aviation and surrounding communities
- Be ecologically and environmentally considerate



Premises

- **653,482 sq ft – 15.01 acres**
 - *potential for additional space, **approx. 20 acres** pending FAA approval of an updated Airport Layout Plan*
- **Currently consists of:**
 - paved vehicle parking
 - undeveloped airside green space
 - portion of decommissioned Taxiway V
- **Offered As-Is**
 - proposer to accept all site conditions
- **Ewert Rd:**
 - Proposer to retain Non-SIDA access to Ewert Rd for Airport use

Site Condition - Phase I ESA

Issued June 30, 2025

- No evidence of recognized environmental conditions (**RECS**) or historical recognized environmental conditions (**HREC**)
- One controlled recognized environmental condition (**CREC**):
 - Unocal Station 5290: due to impacts from the release of petroleum hydrocarbons identified in 1997 and MTBE found in groundwater samples from 2009 the station is a CREC associated with subject property.
- One business environmental risk (**BER**):
 - November 2016 release of Firefighting Foam: While a known release of PFAS occurred, sampling data suggest there are no impacts to onsite soils or groundwater. The release is not a REC but is a BER.

Phase I report available on the website
www.flysanjose.com/aeronauticaldevelopment



Potential Uses & Operations

FBO

SASO

Commercial
Operator

Non-Commercial
Private/Corporate
Operator

Hangar Storage

Aeronautical
Manufacturing

Lease Term

Minimum Term: 20 Years

Maximum Term: 50 Years

Optional extension period may be bid by proposer

Maximum Extension: 15 Years

Capital Investment Requirements

Total Amount Bid By Proposer

- Amount of bid determines length of initial lease term

Reinvestment

- Minimum of one reinvestment is required during initial lease term
- City suggests two or more reinvestments for lease term over 25 years

Extension Period

- Additional capital investment is required to be eligible for an extension period

Lease Term & Capital Investment

- Proposed Lease Term and required capital investment are directly linked under the City's Long-Term Leasing Policy
- City adopted Resolution 73838 establishes the **minimum** capital investment thresholds associated with each allowable lease term

Dollars Invested			Term
\$1,767,663	-	\$5,302,990	8-10 years
\$5,302,990	-	\$14,141,308	10-15 years
\$14,141,308	-	\$22,979,625	15-20 years
\$22,979,625	-	\$31,817,942	20-25 years
\$31,817,942	-	\$40,656,259	25-30 years
Greater than		\$40,656,259	Negotiable

Ground Rent



Minimum bid \$2,750,000



Reduced construction rent for first 12 months



Beginning July 1, 2028, rent adjusted annually based on percentage increase of CPI



Adjusted by appraisal every 5 years

Additional Fees



Percentage of Gross Receipts, amount to be bid by proposer, minimum 1.5%



10% of Gross Receipts for revenue generating pax concession/convenience activities (food sales, car rentals, parking)



Fuel Flowage Fees - \$0.20/gallon

Development & Operational Expectations

- High quality General Aviation facilities and infrastructure
- A comprehensive Site Development Plan, such as buildings, aircraft parking, vehicle circulation, and operational areas
- Safe, efficient, and customer-focused operations
- Compliance with all Airport, FAA, security, and safety requirements
- A clear strategy for fueling operations, if proposed
- Facilities and services that support the long-term growth of General Aviation at SJC

Long Term Stewardship & Sustainability

- Appropriate capital investment and ongoing reinvestment
- First class maintenance and asset management practices
- Long-term facility stewardship and lifecycle planning
- Environmental sustainability and responsible resource management
- Innovative approaches that enhance operational efficiency and customer experience
- Commitment to preserving and improving the value of Airport assets throughout the lease term

RFP Estimated Timeline



Questions?



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