

Request for Proposals: 2027-001-RFP**Addendum Number: 1****Aviation Fuel Supplier****Due Date and Time: September 16, 2026 by 2:00 pm Arizona time**

The Request for Proposals (RFP) is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Offeror shall take this Addendum into consideration when preparing and submitting its Proposal. Responses to questions are in **red**.

QUESTIONS

The following questions were asked at the pre-submittal meeting **and site tour on August 18, 2026:**

Q1: Does the Airport have a preferred hauler? Response: **No.**

Q2: What is the percentage of Jet-A fuel not sourced from Phoenix? Response: **It is minimal.**

Q3: Can the insurance limit requirements be met in a different way other than a single primary policy? Response: **Yes, the minimum insurance requirements may be satisfied through a combination of primary and secondary policies, or through an excess or umbrella policy, provided the applicable coverage limits and requirements are satisfied.**

Q4: How many truckloads of fuel does the Airport receive daily? Response: **The Airport receives an average of approximately eight (8) to ten (10) truckloads of fuel per day. Daily deliveries have reached approximately twenty-two (22) truckloads during peak periods.**

Q5: Does the Airport have a FSII tank on premises? Response: **Yes, we do not want to premix. We will injector fill while they are refueling. Exhibit 3 provides the exact specifications/requirements for the FSII injectors for the Jet-A refuelers.**

The following question was received in writing prior to the deadline:

Q6: Can you please confirm that the general liability insurance requirements for the Aviation Fuel Supplier RFP is in fact \$50 million? Response: **Yes, that is correct. The General Liability insurance requirement is \$50 million, as specified in the RFP.**

INFORMATION

The following item(s) are provided as a matter of information only to all Offerors and do not modify or become part of the Contract Documents:

Attached to this Addendum is a list of attendees at the pre-submittal meeting.
Attached to this Addendum is a copy of the pre-submittal presentation.

Offeror shall indicate receipt of this Addendum and any previously issued Addenda by completing and including the Addenda Acknowledgement Attachment for the RFP.

ALL OTHER TERMS AND CONDITIONS OF THE RFP REMAIN UNCHANGED.

The above-referenced RFP Addendum is hereby issued and executed on August 19, 2026, at
Mesa Gateway Airport Authority, Mesa, Arizona.

Marian Whilden

Procurement Officer
Mesa Gateway Airport Authority

SIGN-IN SHEET

Pre-Submittal Meeting
Solicitation 2027-001-RFP
Aviation Fuel Supplier
August 18, 2026 - 2:00 pm
Airport Administration Bldg, Saguaro A/B Conference Rooms

NAME	ORGANIZATION	E-MAIL	PHONE
Todd Baker	World Fuel	tbaker@wfs corp.com	469-771-6561
Molly Jordan	Avfuel	molly.jordan@avfuel.com	940-765-9557
Kyle Voorhees	Titon Aviation Fuels	Kyle@TitonFuels.aero	(801)556-6096

SIGN-IN SHEET

Pre-Submittal Meeting
Solicitation 2027-001-RFP
Aviation Fuel Supplier
August 18, 2026 - 2:00 pm
Airport Administration Bldg, Saguaro A/B Conference Rooms

NAME	INITIALS	ORGANIZATION	E-MAIL	PHONE
DANIEL GALLEGOS	DG	WFS	DGALLEGOS@WFS.COM	480-824-3938
Scott J. Jurek	ST	AEG	SJurek@AEGFuels.com	425-941-9661
Taylor Nancarrow	TN	AvFuel	Tnancarrow@avfuel.com	805 680 9730
Jennifer Lechti	JL	Phillips 66	jennifer.m.lechti@p66.com	415-264-6510

Aviation Fuel Supplier Request for Proposals



PRE-SUBMITTAL MEETING



Airport Staff

- Scott Brownlee Deputy Director
- Matt Nebgen Director of Gateway Aviation Services
- Marian Whilden Procurement Officer

Procurement Overview



- Solicitation Number 2027-001-RFP
- Solicitation Timeline:
 - Pre-submittal Meeting & Site Tour August 18, 2026
 - Written Questions Due August 28, 2026, by 5:00 PM (AZ Time)
 - RFP Due Date and Time September 16, 2026, by 2:00 PM (AZ Time)
 - Interviews (if conducted) Week of November 2, 2026
 - Contract Award December 15, 2026, Board Meeting
 - Contract Commencement April 1, 2027
- Contract Term:
 - Five-year initial term
 - One optional five-year extension at MGAA's discretion
- Offer & Acceptance Period:

Proposals shall remain valid and irrevocable for one hundred twenty (120) calendar days following the Proposal Due Date

Dates are subject to change

- Key Requirements for Submittal
 - Submit in a sealed box/envelope with solicitation number and company's name clearly indicated on the exterior
 - Submit 6 copies
 - Submit an electronic copy
 - Page limitations and exclusions
 - Sign and include all Attachments
 - Failure to include all required information may cause your proposal to be rejected and not evaluated
 - Utilize Submittal Checklist
 - Late proposals will not be accepted
 - Review RFP for all requirements

- Posted on Airport's website – subscribe to receive automatic notifications
- Offeror's responsibility
- Addendum 1
 - Sign-in Sheets for the Pre-Submittal Meeting
 - Pre-Submittal Meeting presentation
 - Any questions asked at the Pre-Submittal Meeting
 - Any questions submitted in writing to date

Evaluation Criteria

- Proposals will be evaluated according to the criteria identified in the RFP
 - Page 27 of the RFP

Points	Category
10	Company Qualifications & Experience
30	Fuel Supply Reliability & Delivery
10	Quality Assurance & Safety
10	Technical Support & Customer Service
35	Pricing
5	Administrative & Legal (evaluation may include the completeness, organization, responsiveness, and overall quality of the Proposal)
100	Total Score

- MGAA may contact references
- MGAA may conduct interviews and/or request BAFOs

Optional Enhancements and Award



- Voluntary, not a requirement
- Offerors may elect to submit one, both, or neither
- MGAA is under no obligation to accept Optional Enhancements proposed
- MGAA reserves the right to award based on:
 - The Base Proposal only;
 - The Base Proposal plus Optional Enhancement No. 1;
 - The Base Proposal plus Optional Enhancement No. 2; or
 - The Base Proposal plus both Optional Enhancements
- Offerors that do not submit pricing for an Optional Enhancement will not be considered under any award scenario that includes the Optional Enhancement

Optional Enhancement No. 1:
Refueler Fleet

Optional Enhancement No. 2:
Additional Fuel Storage

Combined Optional Enhancements: Both No. 1 & No. 2

Offeror's Fuel Supply Agreement



- Submit proposed Fuel Supply Agreement
- MGAA will review the agreement as part of the procurement
- Selected Offeror's Fuel Supply Agreement will be finalized with MGAA
- The RFP, successful Proposal, Fuel Facility User Agreement, and final Fuel Supply Agreement will work together to govern the services

- Submit questions in writing
- Questions asked verbally during the meeting do not constitute official answers unless subsequently issued by MGAA through an addendum
- Offerors are responsible for monitoring the solicitation for addenda
- Do not contact individual Airport staff regarding the solicitation outside the permitted procurement communication process

Scope of Services



- Fuel Supply
 - Jet-A and 100LL supply
 - MGAA's normal fuel requirements are intended to be supplied by the successful Offeror
 - MGAA retains the right to obtain fuel from alternate sources when necessary to meet operational needs.
 - Ordering and delivery requirements
 - Dedicated tanker transportation
 - Primary and secondary carrier requirements
 - Commingling requirements
- Fuel Pricing
 - Offerors identify their proposed regional Platts Index
 - The applicable index pricing date for the proposal is August 11, 2026
 - The proposal pricing components are identified in Attachment A
 - The successful Offeror's proposed pricing structure becomes part of the Contract
 - The RFP addresses how pricing changes during the Contract are handled

Contract Fuel Program



- Direct purchase model
- MGAA purchases the bulk fuel from the Offeror
- MGAA provides the Offeror with the applicable Contract Fuel purchase price
- The Offeror is responsible for its relationship with its Contract Fuel customers and may establish its resale price
- Weekly Contract Fuel price notifications
- Offeror shall administer the Contract Fuel Program in accordance with MGAA's written program requirements
- MGAA reserves the right to modify the Contract Fuel Program

Optional Enhancements



- **Optional Enhancement No. 1 – Refueler Fleet**
 - Proposed fleet is identified in Exhibit 3
 - Address ownership, maintenance, cost recovery, useful life/disposition, implementation, etc.
 - Pricing is reflected through the revised differential in Attachment B
- **Optional Enhancement No. 2 – Additional Fuel Storage**
 - Offerors are responsible for describing their proposed solution and associated capital investment/cost recovery
 - Pricing is reflected through the revised differential in Attachment B
 - Any proposed storage solution must meet the RFP's operational and regulatory requirements
- **Combined Optional Enhancements**
 - Attachment B provides pricing for: No. 1, No. 2, and both No. 1 and No. 2 Enhancements

Read the Optional Enhancement section carefully - the narrative/submittal requirements are separate from the pricing form

Pricing Attachments



- **Attachment A – Fuel Price Proposal**
 - Jet-A
 - 100LL
 - Pricing components
 - Payment terms
- **Attachment B – Optional**
 - Only if proposing enhancement(s)
 - Revised Fuel Differential
 - Provide capital/equipment values as required
- **Attachment C – Merchant Services Pricing**
 - Processing rates
 - Additional fees

Pricing forms should be completed exactly as instructed. If there is a conflict between what someone hears today and the written RFP, the written RFP controls unless MGAA issues an addendum

- Meeting Place
- The tour is for observation and general understanding
- Includes:
 - Fuel farm
 - Storage tanks
 - Refueler parking
 - Existing truck fleet
 - Fuel receiving area
 - Airline fueling operations (to the extent practical)
 - Areas where additional storage could be located
 - Any proposed signage locations

Q & A

Airport staff will now take questions.

Mesa Gateway Airport Authority thanks you for
attending the pre-submittal meeting for the
Aviation Fuel Supplier RFP

Due date for questions and clarifications

August 28, 2026, by 5:00 PM (AZ time)

Due date for submittals

September 16, 2026 by 2:00 PM (AZ Time)