

REQUEST FOR EXPRESSION OF INTEREST (RFEI)

1. Introduction

The City of San Diego is seeking an Expressions of Interest (EOI) from qualified and experienced entities in establishing and operating a Specialized Aviation Service Operation (SASO) or another aeronautical activity at Brown Field Airport (SDM) located in the Otay Mesa Community.

This RFEI is issued to identify prospective commercial operators capable of delivering aviation services in accordance with the City of San Diego Airports Division [Minimum Operating Standards for Commercial Aeronautical Services and Non-Commercial Flying Club Activities](#) (“Minimum Standards”).

2. Background

Brown Field Airport is a City of San Diego – owned general aviation airport located in the Otay-Mesa community near the U.S. Mexico border. SDM was originally a military training base that now supports a wide variety of civilian and military aviation activities. The airport features two runways, including a 7,972-foot primary runway that is at this moment the longest usable runway in the region. SDM, with 880 acres, is home to a Customs and Border Protection general aviation inspections facility. SDM is in close proximity to key transportation corridors and cross-border commerce positions and is a strategic hub for regional, national, and international aviation services.

The City has outlined a long-term vision for SDM's growth, including infrastructure upgrades and expansion of commercial aeronautical services. In support of this vision, the City has adopted Minimum Operating Standards to ensure that all commercial operators meet consistent requirements for safety, financial responsibility, and professional conduct. Through this RFEI, the City seeks to identify qualified operators interested in establishing Specialized Aviation Service Operations (SASOs) or other aeronautical services that align with SDM's development goals and contribute to a vibrant, diverse airport ecosystem.

3. Scope of Opportunity

The City invites EOIs from parties interested in providing one or more of the following SASO categories or other commercial aeronautical services:

- a. Aircraft Maintenance and Repair
- b. Avionics or Instrument Maintenance
- c. Aircraft Sales
- d. Flight Training
- e. Aircraft Charter or Air Taxi
- f. Aerial Photography or Survey
- g. Banner Towing or Aerial Advertising
- h. Other FAA-approved specialized aeronautical services

Respondents must demonstrate the ability to meet the minimum requirements outlined in the City's standards document, including insurance, facilities, staffing, and compliance obligations.

The City could consider waivers to the Minimum Standards if the City is able to determine that such waiver or modification is in the best interests of the City and will not result in any unjust competitive inequities among users of the airport.

4. Site Availability

The opportunity involves redeveloping, developing, operating, maintaining, and leasing City-owned real property totaling approximately 98,205 square feet, located at 7020 Curran Street, San Diego, CA 92154, within Brown Field Airport (SDM). The available leasehold includes several existing improvements:

- A 4,068 sq. ft. office building

- A 7,200 sq. ft. large conventional hangar
- A 1,600 sq. ft. small hangar

Minimum rent is subject to a future updated appraisal (the most recent appraisal had a date of value as of October 6, 2022). Current estimated rental rates and areas are as follows:

Type	Area (sq. ft.)	Rent/Sq.Ft.	Annual Rent
Aviation Land	98,205	\$0.10 / \$1.25	\$122,756
Small Hangar	1,600	\$0.35 / \$4.20	\$6,720
Large Conventional Hangar	7,200	\$0.25 / \$3.00	\$21,600
Office	4,068	\$0.40 / \$4.80	\$19,526
Ramp	87,337	\$0.05 / \$0.60	\$52,402
Total Estimated (Rounded)			\$223,000

Submission Requirements:

Interested parties should submit a written Expression of Interest that includes:

- Company Profile and Background
- Description of Proposed Services
- Preliminary Business Plan Overview
- Facility Requirements
- Experience and Qualifications
- Evidence of Financial Capability
- Statement of Compliance with Minimum Operating Standards

All submissions must be sent to Jennifer Bearse, at (619) 665-1064 or by email at jbearse@sanidiego.gov.

5. Deadline and Review Process

All EOIs must be received by January 16, 2025. Submissions will be reviewed for completeness, feasibility, and alignment with the City's operational standards and development goals.

This RFEI is not a solicitation for bids or proposals and does not obligate the City to proceed with a lease or contract. A formal RFP may follow based on interest received.

We thank you for your interest in supporting aviation excellence at Brown Field Airport.