

NOTICE INVITING PROPOSALS

Aircraft Rescue and Firefighting Services

A-1 NOTICE OF REQUEST FOR PROPOSALS Competitive sealed proposals for services will be received by the Santa Maria Public Airport District. The Airport is requesting qualifications-based proposals for Aircraft Rescue and Firefighting (ARFF) services. A Pre-Proposal Conference will not be held.

A-2 DATE OF OPENING PROPOSALS – Proposals will be received at the office of Santa Maria Public Airport District 3217 Terminal Drive, Santa Maria, CA 93455 By May 4th, 2026. until **5:00 p.m.**

A-3 AWARD OF CONTRACT – The District reserves the right, after opening proposals, to reject any or all proposals, or to make other proposals, and/or waive any informalities or irregularities in any submission which it may deem necessary in the best interests of the Santa Maria Public Airport District. The award, if made, will be made within ninety (90) calendar days after opening of the proposals. No entity may withdraw its proposal within said period.

A-4 ADDRESS AND MARKING PROPOSAL – The envelope enclosing the proposal shall be sealed and addressed to the Santa Maria Public Airport District, Attn: Richard Tokoph, Operations Manager, and delivered or mailed to 3217 Terminal Drive, Santa Maria, CA 93455. The envelope shall be plainly marked in the upper left-hand corner with the name and address of the bidder and shall bear the words: "Proposal for Aircraft Rescue and Firefighting Services".

A-5 MINIMUM CRITERIA –

See attached RFP (4 pages)

By order of the Santa Maria Public Airport District.

Date: April 2, 2026

Santa Maria Public Airport District

By: 

Martin Pehl, General Manager

**Request for Proposals for the
Santa Maria Public Airport District
Aircraft Rescue and Firefighting Services**

I. Background

Aircraft Rescue and Firefighting (ARFF) services at Santa Maria Public Airport are currently provided by the City of Santa Maria. The Airport District provides the fire station and aircraft firefighting vehicles/equipment. Currently, the City of Santa Maria provides 24 hour qualified ARFF firefighters.

In January 2004 the FAA established a requirement that certified air carrier airports must provide qualified firefighters to be on site 15 minutes prior and 15 minutes after all commercial airline scheduled service. The number of firefighters is determined by the Index and type of equipment based on the airport.

Additionally, the airport is seeking value-added services that could be offered by a provider of firefighting services and those are listed below.

II. Basic Firefighting Needs

Santa Maria Airport is classified an Index B airport under Federal Air Regulation (FAR) Part 139.315. This determination is based on aircraft length and average number of daily departure of air carrier aircraft serving the Airport. According to FAR part 139.317 Index B requires at least:

1. One vehicle - carrying at least 500 pounds of sodium-based dry chemical, halon 1211, or clean agent and 1,500 gallons of water and the commensurate quantity of AFFF for foam production.
2. Two vehicles -
 - (i) One vehicle carrying the extinguishing agents as specified for Index B; and
 - (ii) One vehicle carrying an amount of water and the commensurate quantity of AFFF so the total quantity of water for foam production carried by both vehicles is at least 1,500 gallons.
3. The airport owns two aircraft firefighting vehicles.
 - a. The 3000-gallon Oshkosh meets Index B requirements and can be operated by one firefighter.
 - b. The second (backup) vehicle is a 1500-gallon Oshkosh and meets Index B requirements and can be operated by one firefighter.

III. Current Air Carrier Schedule

Allegiant Airlines currently operates Thursday and Sunday evenings arriving at 4:40 PM and departing 3:45 PM.

IV. Proposal Requirements

1. Firefighter(s) must be trained to operate the airport's firefighting vehicles. Firefighter must be trained in accordance with FAR Part 139.319, have attended basic ARFF training, and must maintain certification through participation in an annual "hot fire" drill.

2. Scope of Services: The successful proposer shall provide all labor, management, training, equipment, insurance, and administrative support necessary to fully staff and operate ARFF services meeting or exceeding FAA Part 139 requirements.
3. Staffing Requirements (Index B) The proposer shall provide, at a minimum, the following staffing:
4. Personnel onsite: At a minimum, one qualified ARFF firefighter 15 minutes prior and 15 minutes after all scheduled airline service. Currently this requires staffing on Thursdays and Sundays between 2:00PM to 5:00PM.
5. Training and Certifications
 - All personnel shall be trained and maintained at the Emergency Medical Technician (EMT-Basic) level
 - All certifications, recurrent training, and annual live-fire training shall be provided in accordance with FAA Part 139
 - The proposer shall maintain complete training records and ensure inspection readiness at all times

In addition to the required aircraft rescue and firefighting services the District will review favorably any proposal that includes provisions for additional services including but not limited to the following:

V. Value added services;

- The ability to operate efficiently, based on changing staff times due to airline operational needs
- Maintaining FAA required Training Records for firefighters.
- Daily/ weekly/ monthly ARFF vehicle and equipment readiness inspections.
- Plan, coordinate, and conduct the Airport's annual ARFF training exercise
- Fire code inspection of airport facilities.
- Monthly fuel farm and fuel truck inspections
- Annual hangar inspections
- Develop mutual aid agreements with local first responders.
- Fire extinguisher inspection at airport facilities
- Twice daily airfield inspections (FAR Part 139.327)
- 24 HR response for security/ safety incidents. (i.e. Gate malfunctions/ aircraft alerts)
- Grant development for needed equipment.
- Budget preparation for firefighting supplies and equipment
- Public Relations (Public Information Officer).
- Law enforcement duties at airport screening point (District willing to consider proposals using qualified individual(s) for ARFF and LEO duties)

Any proposer wishing to perform any or all of the above services must submit a response addressing its intentions to do so with the method and schedule of providing such services. Costs associated with providing services over and above the minimum requirement must be presented. Requirements for law enforcement services are stated in Transportation Security Regulation (TSR) Part 1542.217. Among others, the LEO

must be in a uniform, badged, armed with a weapon and have arrest powers in the State of California.

VI. Proposal Format and Content

A. Format

- Maximum of twenty-five (25) pages,
- Front cover with proposal title, date, and firm's name (cannot include any other text); not included in 25-page limitation.
- Transmittal letter, if any, not to be included in the twenty-five (25) page limit.
- 8 1/2" x 11" paper. • Printed on one side of sheet only.

B. Content:

- Company background and qualifications
- Relevant experience providing ARFF services at FAA Part 139 airports
- Proposed staffing plan and management approach
- Training, compliance, and quality assurance programs
- Insurance certificates and risk management approach
- Detailed cost proposal, including all fees and pass-through costs
- Assumptions, exclusions, and optional value-added services (if any)
- The Proposal shall identify any litigation, mediation, or arbitration, regarding the performance of any services similar to the services, in which the Company has been involved in the past five years
- Expected cost for three-year term broken out by year

VII. Selection Process

Each Proposer will be evaluated on, but not limited to, the following criteria, which are not necessarily ranked in order of importance:

- Cost of services offered (per year for 3 consecutive years)
- Level of ARFF services being offered
- Additional value-added services to be performed
- Qualifications of agency
- Assurance of compliance
- Experience of agency with proposed services being offered

VIII. Rules for Proposal Submission:

Five (5) copies of the completed proposal must be submitted by the proposal deadline below.

The firm ranked highest by the District may be contacted for the purpose of entering into negotiations with the District for a possible written agreement. The proposal selected and the District's Request for Proposals (RFP) requirements will be the basis for negotiations. There can be no assurance that such negotiations will result in a finalized agreement. The District and the Proposer will not be obligated in any way unless and until a written agreement is entered into and executed by the parties.

If negotiations with the Proposer first selected are not successful, negotiations may be initiated with the proposer given second preference. This procedure may be continued with the other proposers in sequence of ranking selected by the District until a mutually satisfactory agreement has been negotiated.

IX. Rights/Responsibilities

The District reserves the right to reject any or all proposals, waive informalities in any proposal, obtain additional information from any proposer, and assumes no obligation in the solicitation of this statement of interest and qualifications. This RFQ/RFP does not commit the District to award a contract, to pay any cost incurred in the preparation of a proposal, or to procure or contract for services or supplies. The District reserves the right to accept or reject any or all proposals received in response to this request, to negotiate with any qualified source, or cancel in whole or in part this RFP if it is in the best interest of the District to do so. Subsequent to contract negotiations, prospective Proposers may be required to submit revisions to their proposals. All Proposers should note that any contract pursuant to the RFP is dependent upon the recommendation of the General Manager and the approval of the District's Board of Directors.

X. Proposals Due

All proposals must be received by MONDAY, MAY 4TH, 2026 by 5:00 PM PST. Proposals should be addressed to Richard Tokoph, Operations Manager Santa Maria Public Airport District 3217 Terminal Drive, Santa Maria, CA 93455. All proposals shall be delivered in a sealed envelope, addressed as above, and clearly labeled on the outside "Proposal for Aircraft Rescue and Firefighting Services", followed by the name and contact information of the proposer.

If you have any questions regarding this solicitation, please contact Airport District Operations Manager, Richard Tokoph at (805) 922-1726.