



BID NO. 26-13
REQUEST FOR PROPOSALS (RFP):
TO LEASE AN AIRCRAFT HANGAR
LOCATED AT 9465 JET LANE AT
EASTON AIRPORT

*Easton Airport Admin Office
29051 Corkran Road
Easton, MD 21601*

Contact Info

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Jeff Lankford - jlankford@talbgov.org
ESN Office Phone - 410-770-8055



1. Introduction.

Easton Airport (the “Airport”) is seeking proposals from individuals and/or businesses interested in leasing an aircraft hangar located at 9465 Jet Lane, Easton, Maryland 21601. ESN is a general aviation airport located two miles north of downtown of Easton, Maryland, which is located in Talbot County. The Airport is owned and operated by Talbot County, Maryland, a political subdivision of the State of Maryland (the “County”), providing essential access for aviation enthusiasts, corporate pilots, and local businesses.

2. Airport Vision Statement.

The Airport connects the County to the world through exceptional aviation services, fostering economic growth, prioritizing safety, innovation, and community engagement. The Airport’s vision is brought to life through:

- (a) **Modernization and Infrastructure:** We are committed to providing state-of-the-art facilities, including a modernized airfield with a new 6,400’ primary runway, safety enhancements, and leading-edge technology to ensure safe and efficient experiences. This modernization, coupled with our strategic location, positions the Airport to attract increased business activity and contribute to the region’s economic growth.
- (b) **Safety and Security:** Safety is our paramount concern. We maintain the highest safety standards through rigorous procedures, advanced security measures, and a dedicated team, ensuring a secure environment for pilots, passengers, and the community.
- (c) **Operational Excellence:** As one of the premier general aviation airports in the nation, we provide a full range of services and support for the general aviation community, including aircraft fueling, hangar space, flight training, and aircraft maintenance.
- (d) **Community Engagement:** The Airport is a vital community asset. We are committed to fostering economic growth and opportunity in our region by providing exceptional aviation services that meet the needs of businesses, residents, and visitors. We support local businesses, promote aviation education and career exploration, and strive to be a welcoming gateway.
- (e) **Economic Development:** We recognize the importance of aviation to the region’s economic vitality. The increased traffic potential from Route 50, the new University of Maryland Shore Regional Medical Center at Easton, and the opportunities created by our modernized airfield will attract new traffic, business opportunities, and contribute significantly to the fiscal growth of the County.

- (f) **Exceptional Services:** We deliver premier aviation support with modern public facilities, top-tier FBOs, maintenance, flight training, and a highly rated ATC tower. Our convenient location guarantees a seamless, high-quality experience for the entire aviation community.

This vision is driven by our mission to create an environment that fosters and promotes aviation enterprises through safe operating principles, affordable quality facilities, leading-edge technology, and a commitment to the future of aviation in the County.

3. Hangar Background & Information.

- (a) The hangar, located at 9465 Jet Lane, was constructed at the Airport in 2006 and is located on a parcel of approximately 36,960 square feet.
- (b) The size of the hangar is approximately 80 by 85 feet. There is a power electric lift door with an opening approximately 75 feet wide and 18 ft high.
- (c) An office with a bathroom is located inside the hangar that is approximately 14 by 20 feet.

4. Responsibility for Proposal.

Each respondent to this RFP is responsible for carefully examining the terms and conditions set forth herein, for inspecting the hangar, and for otherwise judging for itself all the circumstances and conditions affecting the Respondent's proposal. Submission of a Proposal shall be conclusive evidence that the Respondent has conducted such examinations and investigations.

Failure on the part of the respondent to conduct such examination and to investigate fully and thoroughly shall not be grounds for any declaration that the Respondent did not understand the conditions of the RFP.

5. Proposal Submittal.

Sealed Proposals shall be accepted by the Office of the Talbot County Manager, South Wing, Talbot County Courthouse, 11 N. Washington Street, Easton, Maryland, until 10:00 a.m. local time on **Wednesday, September 30, 2026**, at which time they shall be opened, recorded as received, and forwarded to the Airport Manager to begin the selection process. E-mailed, faxed, or other electronic proposals will not be accepted. Incomplete or untimely proposals shall not be considered. It is the proposer's responsibility to ensure that their proposal is complete and submitted in a timely manner. The County assumes no responsibility to notify bidders of incomplete or untimely proposals.

All proposals must be received in a sealed envelope and clearly marked: "Bid 26-13, Request for Proposals to Lease an Aircraft Hangar Located at 9465 Jet Lane at Easton Airport." Sealed proposals to be submitted must consist of one (1) hard paper original copy

and one (1) hard paper duplicate copy; each clearly marked as such and each placed in the sealed envelope.

6. Airport Minimum Standards.

If a proposal includes a commercial activity offering services to the public, the respondent will be required to comply with the Minimum Standards for Fixed-Based Operators and Specialized Aviation Service Operations at the Airport, which can be found at eastonairport.com/hangar-rfp-2026, located under Shared Documents section.

7. Written Agreement.

The selected proposal shall be required to enter into a written agreement with the County with standard terms and conditions, (the “Agreement”).

An operator conducting a business in the leased hangar (the “Operator”) will also be required to have an Operating Agreement. Samples of these agreements can be found at eastonairport.com/hangar-rfp-2026, located under the “Shared Documents” section.

8. Easton Airport Contact.

Inquiries on all matters pertaining to this RFP or the process should be directed to:

Micah Risher
Airport Manager, Easton Airport
29051 Corkran Road
Easton, MD 21601
Office Phone: 410-770-8055
Email: mrisher@talbotcountymd.gov

Inquiries shall be limited to this RFP or questions related to clarification of the contents of this RFP. All clarifications will be supplied to known respondents and posted on the Airport’s website, eastonairport.com/hangar-rfp-2026

A pre-proposal visit to the hangar may be scheduled between 7 am and 3 pm Monday through Friday by contacting:

Micah Risher, Airport Manager
Office Phone: 410-770-8055
Email: mrisher@talbotcountymd.gov

Jeff Lankford, Airport Business Manager
Office Phone: 410-770-8055
Email: jlankford@talbotcountymd.gov

9. Proposal Selection.

The Airport will use the evaluation criteria it judges most appropriate to the review process, and the relative importance of the criteria will be determined at the sole discretion of the Airport. No respondent shall have any cause of action against the Airport or the County arising out of a failure to secure an agreement with the County, failure by the Airport to consider a proposal, or the methods by which the Airport evaluated proposals received. The selection of the prospective Operator and the decision to engage in negotiations with that Operator shall be at the Airport's sole discretion.

The Airport intends to enter into an Agreement with the selected Operator whose proposal(s), in the Airport's sole judgment, is advantageous to the Airport and its users.

The Airport reserves the right to:

- (a) accept the Operator it deems most suitable and beneficial; and
- (b) reject any or all proposals for any reason; and
- (c) waive any of the requirements of the proposal procedures explained in this RFP; and
- (d) retain all copies of proposals submitted.

10. Selection Criteria.

Although not intended to be an all-inclusive list of factors to consider, the following criteria will be evaluated when selecting an Operator:

- (a) Use of building;
 - i. The Airport has identified the following priorities for the use of this hangar, from highest to lowest priority:
 - (1) A commercial business providing services to the public, including, but not limited to: aircraft maintenance, flight school, charter, or aircraft leasing.
 - (2) Storage of the aircraft is not currently based at ESN.
 - (3) Storage of the aircraft is currently based at ESN.
- (b) Proposed hangar rent and terms;
- (c) Proposed repair work to the hangar to be performed by the respondent;

(d) Business Plan (if applicable); and

(e) Background of the respondent.

11. Notice of Acceptance of Proposal.

Upon the Airport's selection of a proposal, the selected Operator will be notified of the selection. Should the selected Operator fail or refuse to perform, the Airport reserves the right to revoke such selection. The selected Operator will enter into an Agreement with the Airport. The Operator and Airport will schedule a meeting to discuss the Agreement, if necessary.

12. Photographs of Hangar.



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