



**Request for Qualifications
Airport Terminal & Rail Integration**

VIA PROCUREMENT WEBSITE

PUBLISHED: July 17, 2025

SUBJECT: Request for Qualifications for Airport Terminal and Rail Integration Opportunity:
Stage 1 Addendum No. 3

Dear Proposers:

Reference is made to the Request for Qualifications for the Airport Terminal and Rail Integration Opportunity, issued by the Town of Islip (the “**Town**”) dated April 8, 2025 (as amended from time to time, the “**RFQ**”). Capitalized terms used in this notice have the meanings given to them in the RFQ.

This notice provides a limited Addendum (“**Addendum No. 3**”) as a supplement to the addendum issued by the Town on July 15, 2025 as the otherwise final addendum with respect to the Stage 1 of the RFQ process.

This Addendum No. 3 provides Proposers with additional flexibility with respect to how they structure their teams and demonstrate qualifications to operate and maintain the Opportunity following substantial completion, either through identification of a named individual or of a firm, in either case acting as a Terminal Operator Lead.

We thank you for your continued interest in the Opportunity and encourage Proposers to reach out if any technical issues or questions arise prior to the SOQ Due Date for Stage 1 SOQs, August 14, 2025.

Sincerely,

A handwritten signature in black ink that reads "Amy M. Murphy". The signature is written in a cursive style.

Amy M. Murphy
Deputy Town Attorney, Town of Islip
Procurement Contact

Enclosures: Addendum No. 3

Appendix 1: Addendum No. 3

Section 8.1.2 of the RFQ is hereby amended as follows:

8.1.2. Stage 1 Teaming Requirements and Restrictions

- a. Each Proposer must include the following Principal Participants in its Stage 1 SOQ, provided that in accordance with Section 8.1.1.b one entity may fill two or more Principal Participant roles within a Proposer team:
 - i. Potential Equity Members, each of which will contribute non-debt funding for the purpose of financing the Opportunity;
 - ii. Lead Opportunity Developer, which will be primarily responsible for overall Opportunity delivery, oversight, planning, and strategy;
 - iii. Lead Construction Manager, which, individually or collectively, will be responsible for construction management of the Opportunity as a whole, but which will not act as a Construction Firm on the Opportunity; and
 - iv. Lead Design Firm, which, individually or collectively, will be primarily responsible for the engineering and design work and for the architectural design for the Opportunity as a whole, understanding that such firm will also be required to enter into a Design Direct Agreement with the Town.;
- b. In addition, Proposers must include each of the following additional Principal Participants in its Stage 1 SOQ unless such roles are alternatively filled in accordance with Section 8.2 by an individual acting as Key Personnel:
 - v.i. ~~Lead~~ Terminal Operator Lead, which will be the entity responsible for operating and maintaining the Opportunity following substantial completion of the Opportunity; and or
 - v.ii. ~~Air Service Development Manager, which will be the entity responsible for air service development, if included as a firm and not an individual.~~
- b.c. During the RFQ process, Proposers shall not engage a Construction Firm or, with respect to the Existing Terminal Option, a Connector System Firm.
- e.d. However, Proposers intending to propose on the Existing Terminal Option may, but are not required to, identify potential Connector System Firms or Terminal Connector operators as Principal Participants. The Town reserves the discretion to qualify such team members' participation in order to comply with competitive requirements applicable to the procurement of future Terminal Connector systems and equipment, including rolling stock or vehicles.

Section 8.2 of the RFQ is hereby amended as follows:

8.2. Key Personnel

- a. Each Proposer must identify Key Personnel in its SOQ. At a minimum, Key Personnel must include:
- ~~a.i.~~ a.i. an Opportunity Leader, the individual responsible for leading the Proposer's team during the procurement process, throughout its negotiations with the Town for the PDA and Terminal Agreement, and throughout performance of the PDA and Terminal Agreement. The Opportunity Leader will be engaged directly by the Proposer;
 - ~~b.ii.~~ b.ii. a Design Lead, the individual responsible for ensuring the design work under the design services agreement between the Town and the Lead Design Firm is executed, the overall Opportunity design is completed, and the design criteria requirements are met. The Design Lead will work under direct supervision of the Proposer and the Town and will be authorized to deal directly and reach agreement on design issues with the Town staff responsible for design development. The Design Lead must be a New York State Professional Engineer;
 - ~~c.~~ c. ~~a Terminal Operator Lead, the individual responsible for ensuring operational needs are fully met and all day-to-day management and operations and maintenance of the Opportunity. The Terminal Operator Lead will work under the direct supervision of the Proposer and be authorized to deal directly and reach agreement on certain operational issues with the Town staff responsible for operations and maintenance;~~
 - ~~d.~~ d. ~~an Air Service Development Manager, if included as an individual and not a firm, the individual responsible for air service development;~~
 - ~~e.iii.~~ e.iii. a Public Relations and Communications Lead, the individual responsible for managing public relations and communications, including stakeholder relations and marketing; and
 - ~~iv.~~ iv. a Project Manager or other similar position, the individual responsible for overall administration, management, and leadership of performing the Terminal Agreement.
- b. In addition, Proposers must include each of the the following additional Key Personnel in its Stage 1 SOQ unless such roles are alternatively filled in accordance with Section 8.1.2 by an entity acting as a Principal Participant:
- i. a Terminal Operator Lead, which will be the individual responsible for ensuring operational needs are fully met and all day-to-day management and operations and maintenance of the Opportunity; and/or
 - f.ii. an Air Service Development Manager, which will be the individual responsible for air service development.

Section C-2 (Proposer Experience) of the required contents of the Stage 1 SOQ set forth in Section 14.1.1 of the RFQ is hereby amended as follows:

4.	Operating and Maintenance Experience Narrative	<p>Narrative describing the qualifications and relevance of the Proposer's and/or Principal Participants' experience as documented in the reference projects described in the Form D-2 submissions and otherwise with respect to managing, operating, and/or maintaining airport terminals or facilities of similar scope and complexity to the Opportunity, specifically differentiating between experiences in the United States and internationally.</p> <p>Such narrative, together with the associated Form D-2 submissions must demonstrate that the Proposer's -at least the Lead-Terminal Operator Lead-has experience:</p> <p>(a) <u>experience</u> in managing terminals of similar or larger size and capacity to the Existing Terminal Option or North Terminal Option;</p> <p>(b) experience with international arrivals needing to clear CBP facilities and security;</p> <p>(c) experience with terminal management in the United States including interaction with FAA, TSA, and CBP personnel;</p> <p>(d) experience in the management, operation, and/or maintenance of an airport terminal with over 750,000 enplaned passengers annually;</p> <p>(e) experience managing an intermodal connection at an airport similar to the Terminal Connector component; and</p> <p>(f) experience negotiating and managing airline use and lease agreements, concession agreements, and agreements with other airport tenants.</p>	15
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The defined term “Lead Terminal Operator” is deleted in its entirety, and the defined term “Terminal Operator Lead” is hereby amended as follows:

“ Lead Terminal Operator ”	means the member of the Proposer Team, which will be responsible for operating and maintaining the Opportunity following substantial completion of the Opportunity
“Terminal Operator Lead”	has the meaning provided in Section 8.2. <u>means that individual or firm which will be primarily responsible for operating and maintaining the Opportunity following substantial completion, which will be a Key Personnel (if an individual) or Principal Participant (if a firm) at the Proposer’s election.</u>