



Long Island MacArthur Airport

Terminal and Rail Integration Opportunity



Introductions



Angie Carpenter

Town Supervisor



Rob Schneider

Airport Commissioner
Long Island MacArthur
Airport



Shelley LaRose

Executive Project Leader
Long Island MacArthur
Airport

Town Advisors



Frasca & Associates LLC
Financial Advisor



Kaplan Kirsch LLP
Legal Advisor



Landrum & Brown, Inc
Airport Planner



Town of Islip
Town Attorney

TOWN AND GOVERNMENT STAKEHOLDERS

Angie Carpenter
Town Supervisor



James P. O'Connor
Councilman for District 2



John M. Lorenzo
Councilman for District 4



Jorge Guadrón
Councilman for District 1



Michael J. McElwee, Jr.
Councilman for District 3



TOWN OVERVIEW

POPULATION OF TOWN

2020 census estimate

340,000

CENTRAL LOCATION IN LONG ISLAND

- Located in Suffolk County, NY
- Served by all major Long Island highways
- Two Long Island Rail Road lines and three stops

Third Largest Town in the State



AREA OVERVIEW

2020 census estimate

POPULATION OF NASSAU &
SUFFOLK COUNTIES

3,000,000

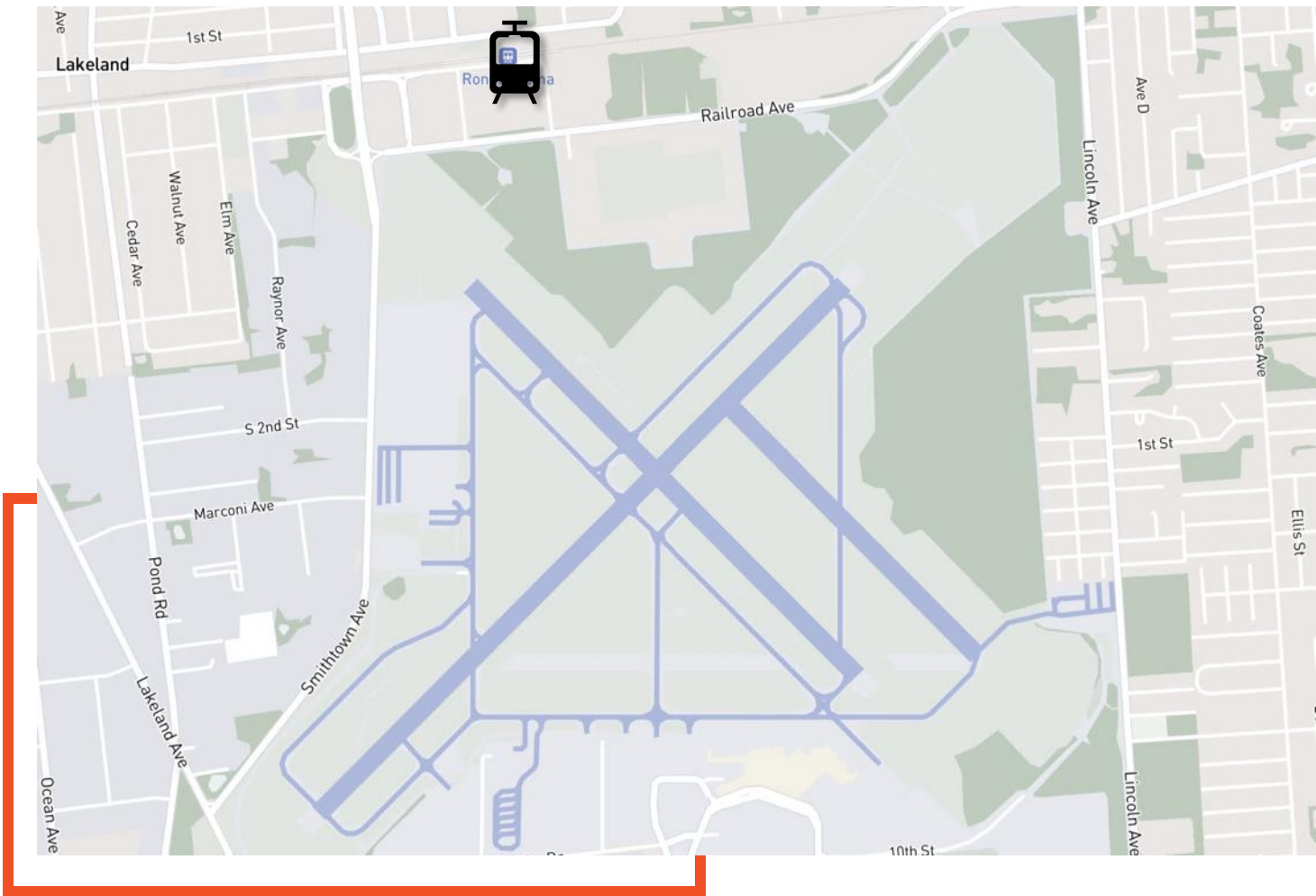
REGIONAL CONNECTIVITY

- LIRR is the busiest commuter rail system in North America
- 80-minutes to Penn and Grand Central Stations
- 60-minutes to Jamaica Station, fourth busiest rail station in North America
- 7.2 million Ronkonkoma Branch riders (2023)

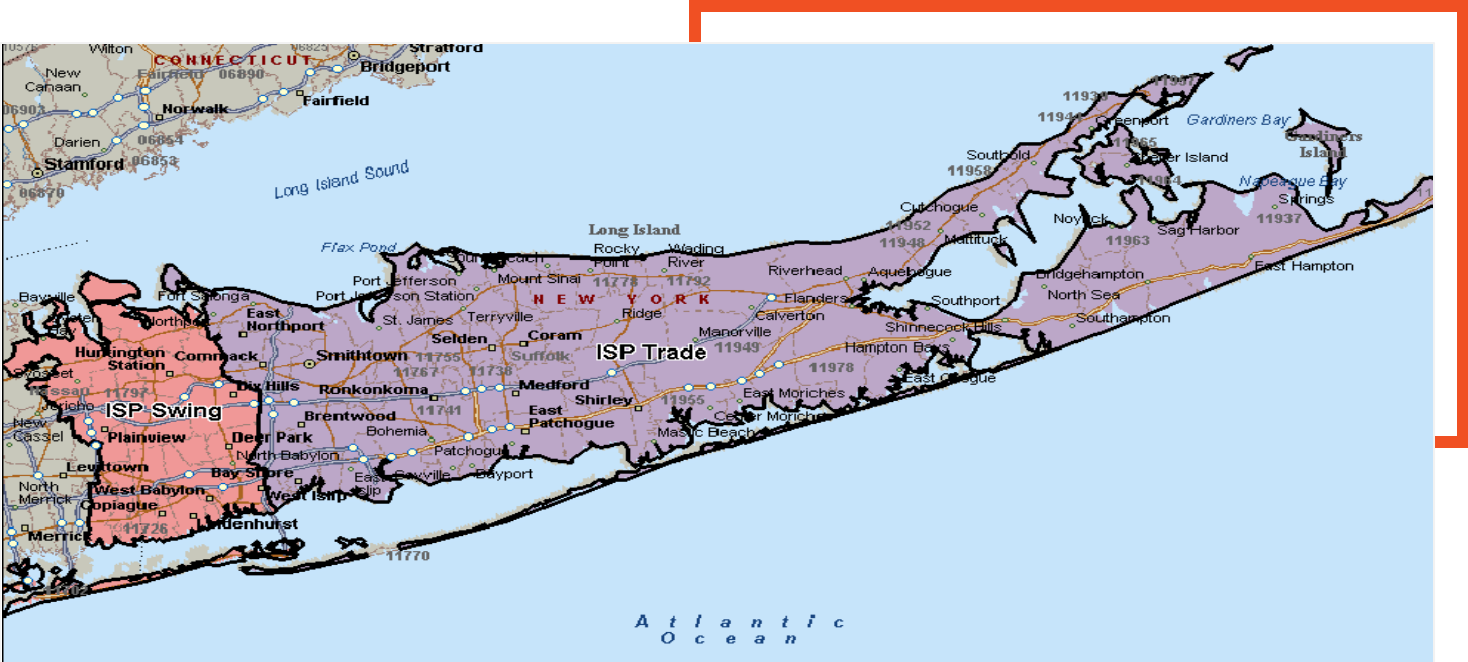


LOCATION OVERVIEW

Multi-Modal Potential



**Easy Access from Long Island Railroad
Suffolk County and State Investment
Amtrak Feasibility Study**

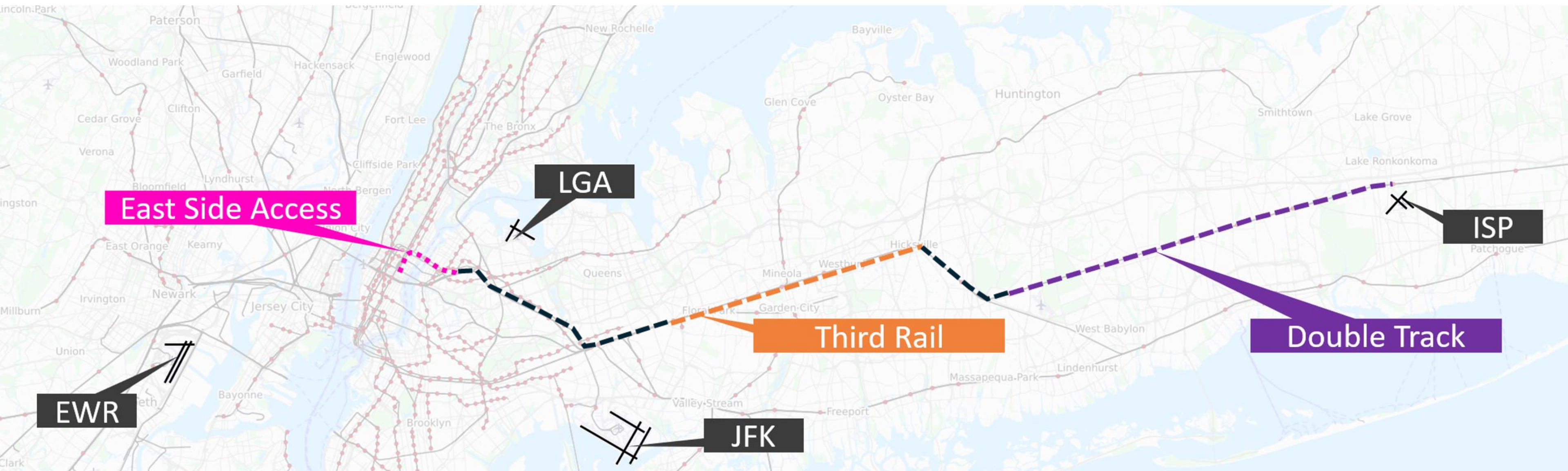


AilevonPacific Aviation Consulting, ISP Terminal Planning Study, 2022

LONG ISLAND RAILROAD (LIRR)

LIRR Modernization Program (\$14.1 Billion Investment):

- Increased Service
- More Reliable Service
- More Efficient and Fast Service



AIRPORT OVERVIEW

Operator

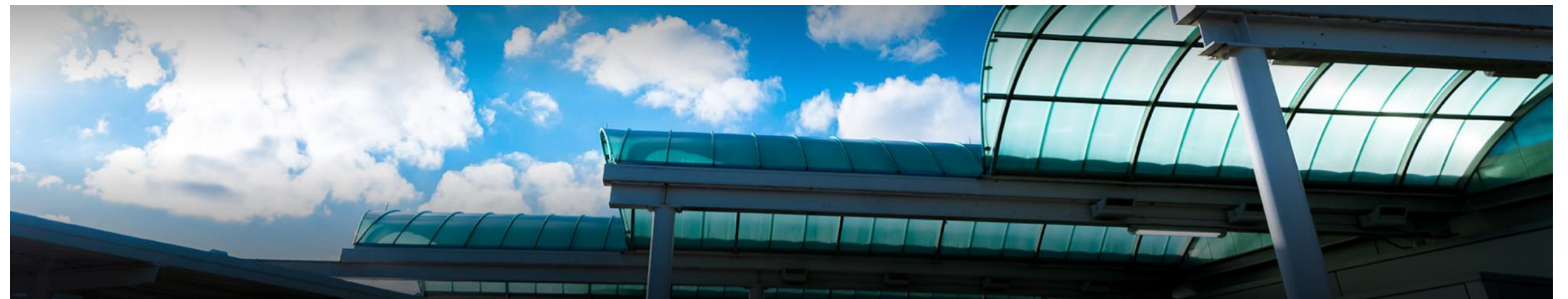
Owned and operated by the Town of Islip

Public Use

Public use, commercial service small hub airport

Location

Located in Ronkonkoma, part of the Town of Islip



AIRPORT OVERVIEW



Long Island MacArthur Airport has its own Class C Airspace located outside of the congested NYC Class B Airspace.

FAA NY TRACON has its own sector dedicated to ISP.

AIRPORT OVERVIEW

Passenger Facilities

Passenger Facilities:

- Main terminal
 - Concourse A
 - 8-gates
 - Leased and operated by Southwest Airlines
 - Lease expires in 2029
 - Concourse B is closed

Other Airport Facilities:

- Ground Transportation Center
- Approx 4,500 Parking Spaces south of the Terminal
- Customs and Border Protection (CBP) serving General Aviation only



Recent Successes at ISP

- Growing Service
 - ✓ 18 nonstops with 5 air carriers
 - ✓ An average of 20 daily departures
- Regional leader in performance and profitability for its air carrier partners
- 13% increase in seats and a 20% increase in capacity with the launch of service with JetBlue in 2024 and Avelo Airlines in 2025
- Brand focused on convenience
- 3rd Best Small Airport in the US - *USA Today*, 2024

AIRPORT OVERVIEW

Passenger Service

- Largest city pairs with MCO, BWI, PBI, TPA and FLL
- JetBlue began service in October 2024
- Avelo began service in May 2025
- Gift shops and dining / beverage options

Top 10 Destinations

Orlando, FL	MCO	Fort Myers, FL	RSW
Baltimore, MD	BWI	Myrtle Beach, SC	MYR
Palm Beach, FL	PBI	Charleston, SC	CHS
Tampa, FL	TPA	Raleigh/Durham, NC	RDU
Fort Lauderdale, FL	FLL	Norfolk, VA	ORF

Source:: Long Island MacArthur Airport

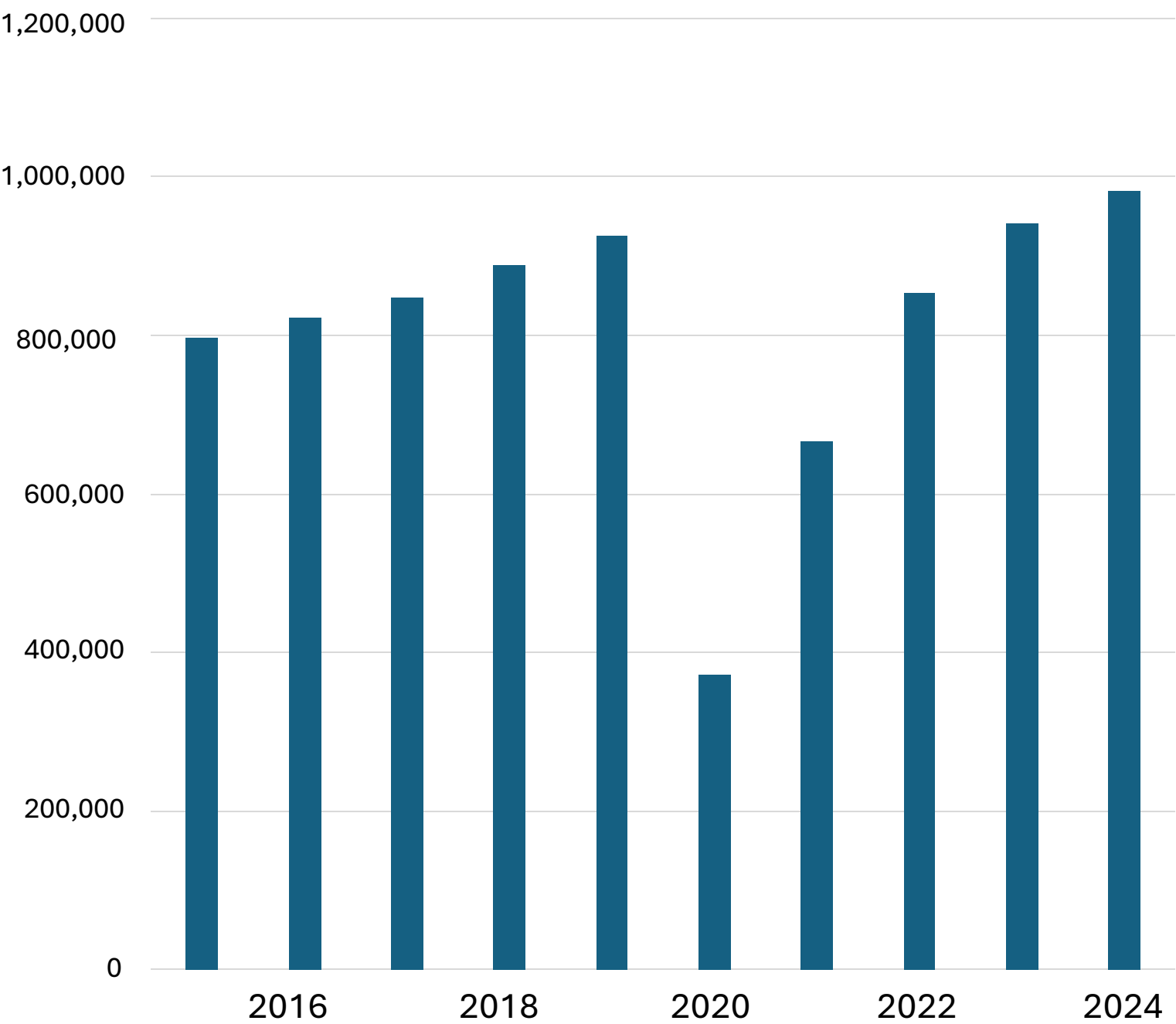
Airlines - 1Q 2025

	41%
	30%
	16%
	13%
	(New in 2025)

Fixed Based Operators



Enplaned Passengers



Source: Bureau of Transportation Statistics

Projected Planning Activity Levels

PAL 1	1,660,152 Annual Passengers
PAL 2	1,765,800 Annual Passengers
PAL 3	1,805,400 Annual Passengers
PAL 4	1,843,600 Annual Passengers
PAL 5	1,892,000 Annual Passengers

Source: ISP 2022 Terminal Planning Study

Terminal and Concession Available Revenues

- ISP is funded by its operations and receives no local tax or other funds from the Town of Islip
- 2025 Total Department of Aviation Operating Budget Revenue* - \$17.35 million

Available Revenue Sources
Terminal Leases and Fees
Terminal Concessions
Car Rental Leases and Fees
Parking Fees
Other Development Allowed by the Town

*Budgeted only and may not reflect actual revenues

Airport Capital Plan Highlights

Recently Completed

- Ground Transportation Center
- ARFF Facility
- Airfield Pavement & Lighting Improvements

Main Terminal Renovations

- Mechanical, electrical, and plumbing system updates
- Energy efficiency upgrades
- Renovated baggage claim and new carousels
- Roof

2025-2027

Taxiway and Runway Rehabilitation

- Taxiway D - 2025 - \$3.3m
- Runway 6-24 improvements
 - ✓ 2025 - \$3m
 - ✓ 2027 - \$7.8m

- Snow Removal Facility - 2026 - \$5.3m
- Airport Access Road - 2027 - \$4.5m

OPPORTUNITY OVERVIEW

Existing Terminal Option

Modernization and expansion of the existing terminal along with a direct and dedicated transit connection from the LIRR to the terminal

North Terminal Option

New terminal and associated infrastructure on the north side of the airport, with a direct, climate-controlled connection to the LIRR



Town Objectives

Project Delivery Approach Aligned with Objectives

**Develop a Modern
Airport Terminal at a
Reasonable Cost**

**A Terminal that is
Innovative, Efficient, and
Embodies the Town’s
Culture**

**Private Investment and
Innovation**

**Provide the Town with
the Best Overall Value**

**Risk Transfer and
Mitigation**

**Enhance Airport
Revenues**

**Minimize Disruptions to
Airport Operations**

**Increase Convenience
and Customer
Experience**

**Increase Commercial Air
Service and Destinations**

**Enhance Local
Businesses
Opportunities**

**Partner with a Developer
Focused on Human
Capital and a socially
responsible partner to
the Community**

Essential Elements

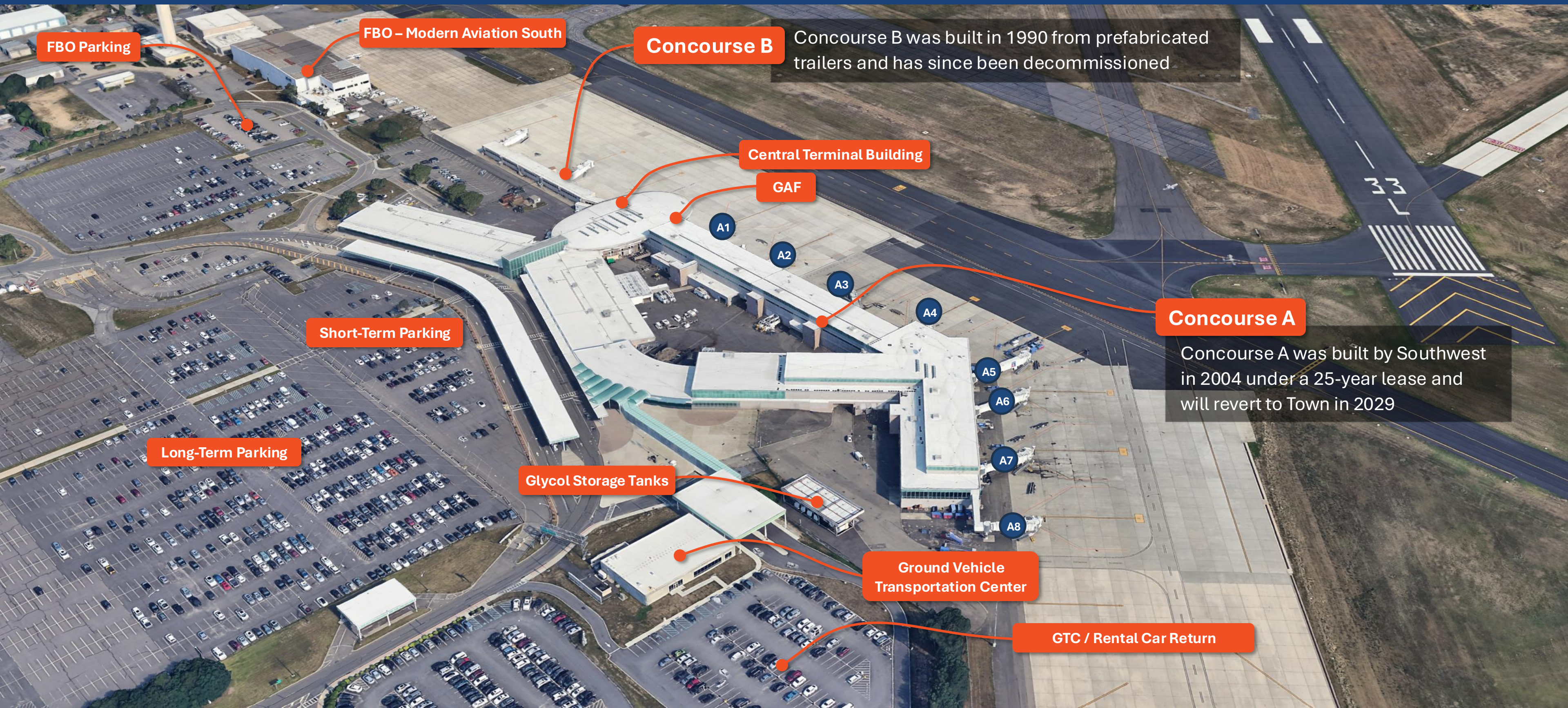
Terminal must have a dedicated connection to the LIRR Ronkonkoma Station.

Terminal must meet modern space requirements with a design that will facilitate expansion.

Terminal must be built to modern standards for terminals of ISP's size and projected Passenger Activity Levels.

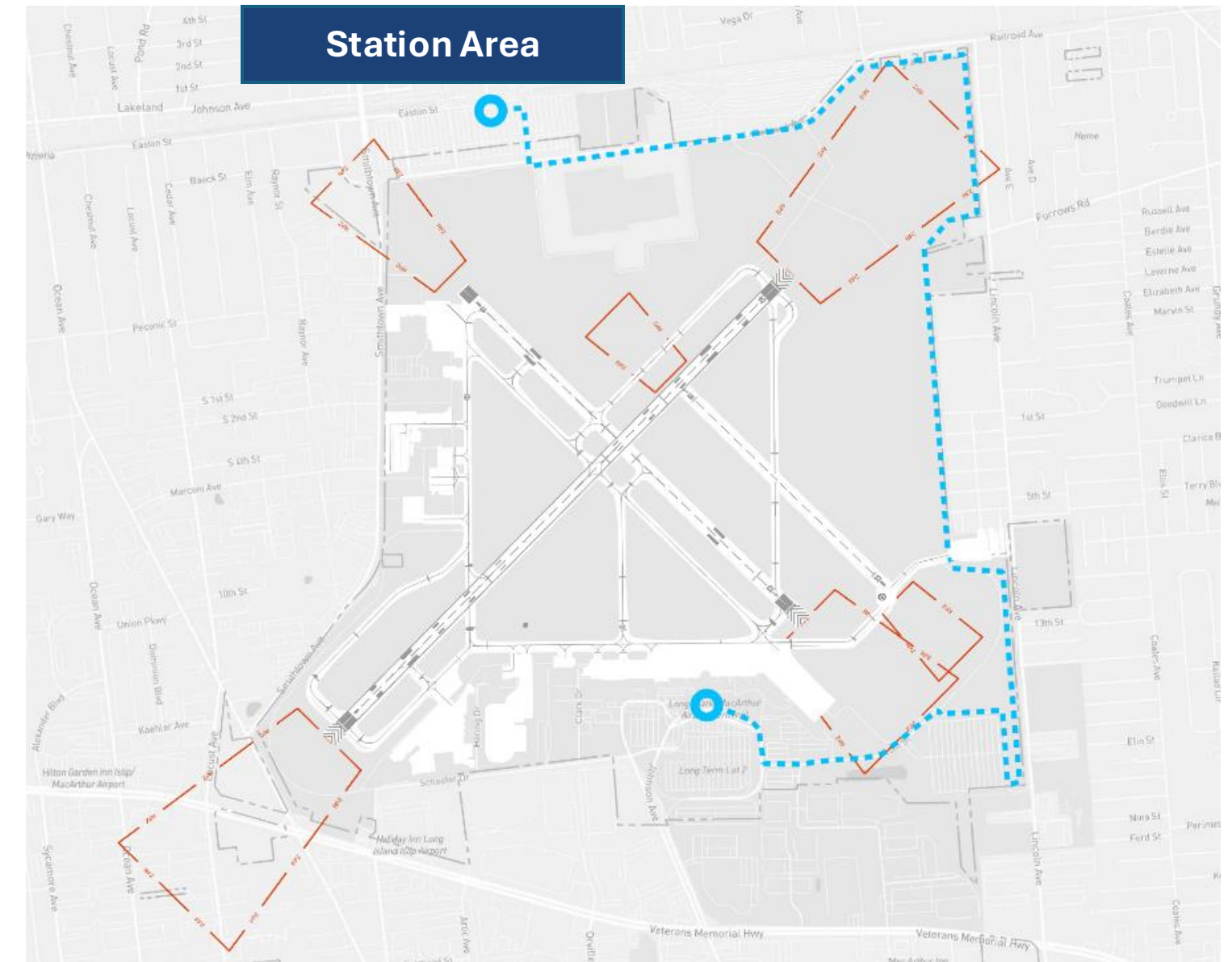
Terminal must have an FIS for international passengers serving commercial and general aviation flights.

Existing Terminal Overview



EXISTING TERMINAL OPTION

- Renovate or reconstruct
- New and modern feeling
- FIS facility for commercial *and* general aviation passengers
- Some upgrades have been made
- Terminal concessions, parking, rental car, and other revenue opportunities

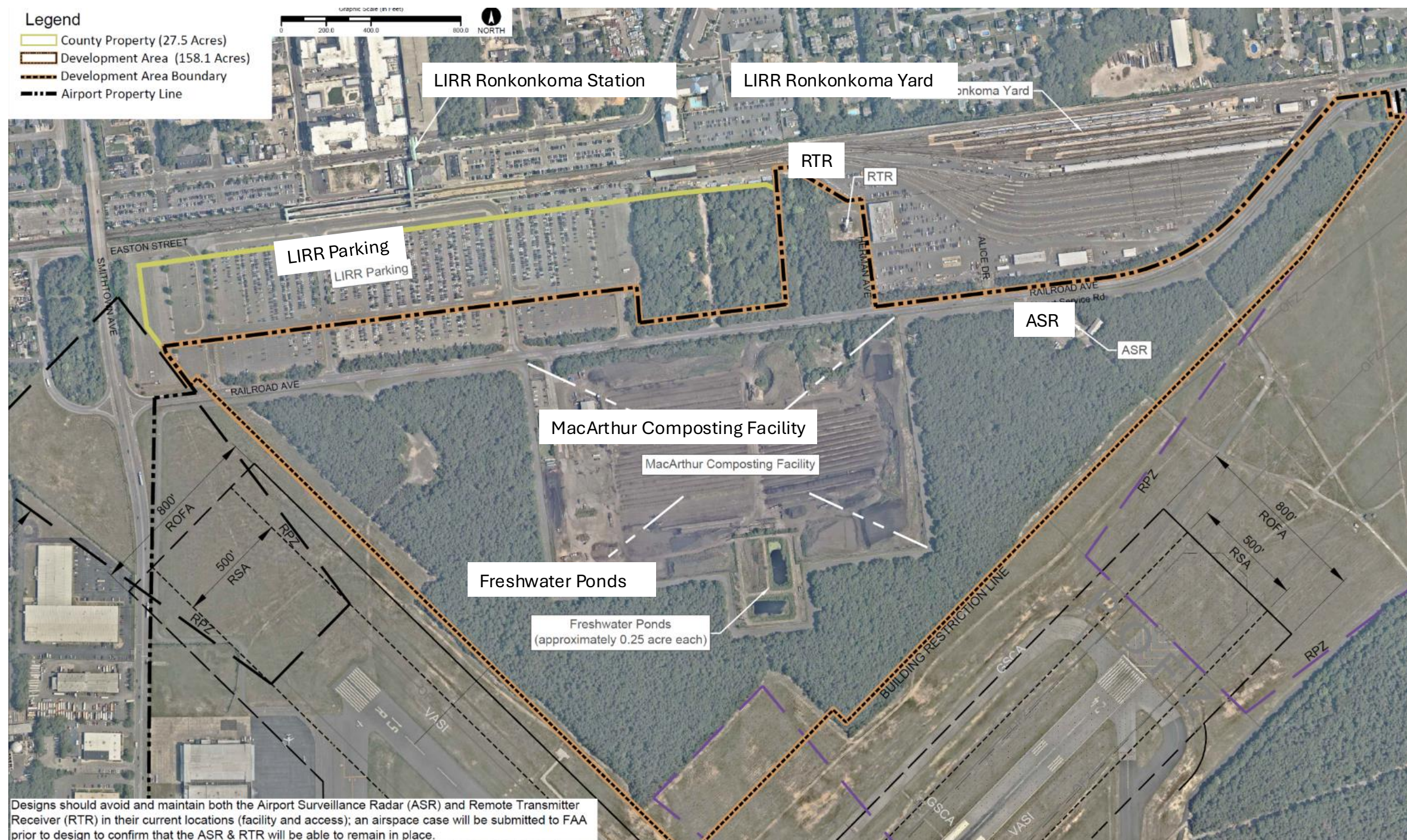


ISP Terminal Planning Study, 2022

Terminal Connector

- Connection from the Station to the Terminal
- Convenient and seamless
- Innovative, modern, and accessible
- Comply with FAA requirements

NORTH TERMINAL OPTION



- New and modern
- Walkable, climate-controlled connection to the LIRR
- Parking, rental cars, and other customer and employee facilities
- Town compost facility will be moved by the Town
- No current utility services or other infrastructure
- Coordination with other projects is required

PROCUREMENT OVERVIEW

RFQ

Two-stage process to select a partner

PDA

Pre-development agreement to advance the project through final design, construction, and financial planning

Terminal Agreement

Long-term agreement to design, build, finance, operate, and maintain terminal and other facilities



RFQ TIMELINE

Milestone	Timeline
Procurement	
Stage 1 SOQ Due Date	August 14, 2025
Shortlisting / Issuance of Stage 2 Addendum	August-September 2025
Stage 2 SOQ Due Date	December 2025
Selection of Preferred Proposer and Award of PDA	January 2026
Development Process (through Start of Construction)	
Notice to Proceed with Pre-Development Work, including support of SEQR and NEPA Process	Q2 2026
Completion of Pre-Development Work and Negotiation of Definitive, Long-Term Terminal Agreement	Q4 2026
Execute Long-Term Terminal Agreement	Q4 2026
Target for Financial Close and Start of Construction	Q1 2027

TEAM FORMATION

Principal Participants and Key Personnel

Principal Participants		Role
Equity Members	Contribute non-debt funding for the purpose of financing the Opportunity	
Lead Project Developer	Entity primarily responsible for overall Opportunity delivery, oversight, planning, and strategy	
Lead Construction Manager	Responsible for construction management, but will not act as a Construction Firm	
Lead Design Firm	Responsible for the engineering and design work and for architectural design (may also enter into a direct agreement with Town during PDA process)	
Lead Terminal Operator	Responsible for operating and maintaining the Terminal after completion	
Air Service Development Manager	Person or firm that will be primarily responsible for air service development	
Key Personnel		Role
Opportunity Leader	Person responsible for leading Proposer team during procurement process and Developer team under PDA and any Terminal Agreement	
Design Lead	Person responsible for ensuring design work is completed and design criteria are met	
Terminal Operator Lead	Person responsible for day-to-day management of operations and maintenance of the Terminal	
Air Service Development Manager	Person or firm that will be primarily responsible for air service development (may be same as Principal Participant)	
Public Relations and Communications Lead	Person responsible for managing public relations and communications, including stakeholder relations and marketing	
Project Manager	Person responsible for overall administration, management, and leadership of performing the Terminal Agreement	

OPPORTUNITIES TO PARTICIPATE

- **Initial opportunities during the RFQ phase:**
 - Proposer team members with key, defined roles called “Principal Participants”
 - Proposers also may engage certain other subcontractors, suppliers, vendors, and consultants
- **Future opportunities under the PDA and the Terminal Agreement**
 - The Developer will procure and engage a construction contractor or trade contractors only under the PDA or later (est. 2026 or 2027)
 - The Developer is expected to need to engage other subcontractor, supplier, vendor, and consultant services on an ongoing basis under both the PDA and any Terminal Agreement (est. 2026 and 2027)

STAGE 1 SOQ OVERVIEW

Requirements and Evaluation Process

- **The Stage 1 SOQ submission:**
 - Administrative forms and disclosures together with organizational information
 - Demonstration of relevant experience including on similar projects
 - An initial approach with responses to Town provided questions
 - Identification of whether the Proposer proposes on the North Terminal Option or the Existing Terminal Option
- **The Town anticipates shortlisting up to three proposers**
 - Evaluation to weigh qualifications and capacity, organization, experience, qualifications, and approach to and understanding of the Opportunity
 - Proposer's reasons for selecting or not selecting a particular option (North Terminal or Existing Terminal) will not be part of the consideration

Progressive Delivery Approach



The Preferred Proposer will:

- Enter into a **Pre-Development Agreement** with the Town
- Advance design and planning
- Procure construction contractors and subcontractors
- Negotiate the Terminal Agreement



- The Town and the Developer will enter into the **Terminal Agreement**
- The Terminal Agreement will provide for the completion of design, and then construction, financing, operations, and maintenance

REQUIREMENTS FOR PARTICIPATION

- **Procurement Integrity**

- Principal Participants, including affiliates and Key Personnel, and their employers, may only participate on a single team.
- Other subcontractors may participate on more than one team if they ensure that there is no conflict of interest, collusion, or other impermissible behavior.
- Proposers with Organizational Conflicts of Interest may be disqualified.
- One entity can serve in more than one Principal Participant role on a team.

- **Additional Requirements and Limitations**

- The Developer will be required to comply with SEQR and NEPA.
- The Developer must comply with all FAA requirements related to the location, design, construction, and operation of the Terminal and any other facilities.
- Proposers must be aware of and willing to coordinate with the separate developments undertaken in the same general area, including the Request for Expressions of Interest (RFEI) issued by Suffolk County.

The Developer must comply with all requirements regarding Organizational Conflicts of Interest, communications, and the “Quiet Period.”

ADDITIONAL ELEMENTS

- **Compensation, Funding, and Financing**

- The Town will not contribute funds except that it may provide compensation for services performed by the Developer.
- The Developer is expected to make lease or use payments to the Town. The Town may require a form of revenue share or other method of determining the lease or use payments.
- The Town expects the Developer may obtain revenue from leases and other charges associated with airline, concession, or other tenant activities.
- The Developer will be required to arrange financing for the project on a “revenue risk” basis.
- The Town does not intend to seek federal funding for this Opportunity or for any non-airfield elements of it.

- **Construction Requirements**

- The Town and the Developer must comply with New York laws related to procurement, design, and construction.
- A Project Labor Agreement may be required.
- The Developer may be required to competitively procure its General Contractor and to separately procure some trade subcontractors.
- The Town will enter into a direct agreement with the Design Lead, but Design Lead will be compensated and managed by the Developer.

RESTRICTIONS ON COMMUNICATIONS

Proposers may not contact Town elected officials or employees, or others listed in the RFQ, including the Town's consultants and advisors.

Procurement Contact

Amy Murphy, Esq.

Deputy Town Attorney
ISPterminal@islipny.gov



NEXT STEPS

[ISPterminal.com](https://ISPTerminal.com)

June 10, 2025

Target Date
for Addendum with
Initial Term Sheet for
PDA

June 23, 2025

Deadline for
Submitting RFQ
Questions
On Stage 1 SOQ

August 14, 2025

Deadline for
Submitting
Stage 1 SOQ

THANK YOU FOR YOUR INTEREST



The logo for Long Island MacArthur Airport (ISP) is at the top, featuring a circular seal with 'TOWN OF ISLIP' and '1683' and the text 'Long Island MacArthur Airport'. Below the logo is a row of airplane tails from various airlines, including a purple tail with a large yellow '7' and a blue tail with a pink flamingo.

AVELO AIRLINES • BREEZE AIRWAYS • FRONTIER AIRLINES • JETBLUE AIRWAYS • SOUTHWEST AIRLINES

FlyMacArthur.com