

**DELAWARE CORPORATION**  
**Unsolicited Proposal to Build the New**  
**Terminal, Ramp, & Taxiways at Hummel Airport**

Delaware Corporation, (DelCorp), a Virginia Corporation, pursuant to the Public-Private Transportation Act of 1995, (PPTA) Va. Code 56-556 and pursuant to the PPEA / PPTA policies of the County of Middlesex, hereby submits this offer to join Middlesex County (the County) in a Public-Private Partnership to build the new Terminal Building, Ramp, and associated Taxiways at Hummel Airport, Topping, Virginia as per the **Airport Layout Drawings** prepared by Parrish & Partners. DelCorp proposes the following.

**PARKING RAMP and TAXIWAYS:**

DelCorp will construct an aircraft parking ramp of a minimum square footage of 87,500 with 4 inches of asphalt on 4 inches of compacted base and parallel taxiways and associated stubs to tie in to the runway with such taxiways and stubs to consist of a minimum of 72,300 square feet. DelCorp will construct all lighting required by the Department and will cause the ramp and taxiways to be painted and finished as required by the Department. The ramp and taxiways will be built to fully comply with the requirements of the Department of Aviation (Department). DelCorp will cooperate with the County on the design of the taxiways, ramp and associated infrastructure. DelCorp will construct the ramp and taxiways set out herein for a lump sum price of \$800,324.00.

**TERMINAL BUILDING & ASSOCIATED INFRASTRUCTURE**

DelCorp will construct a terminal building consisting of at least 4,600 square feet of useable space . It will further construct a new vehicular entrance driveway and associated public parking. It will construct sidewalks and landscaping, lighting and other necessary improvements for the terminal. DelCorp will cooperate with the County on the design of the building and associated infrastructure.

DelCorp will complete all systems for the terminal, including, but not limited to lighting, HVAC, finished office spaces, public counter, meeting rooms and other facilities common to public buildings.

DelCorp will complete the terminal building for a not-to-exceed price of \$2,944,000.

DelCorp will work with the County to submit all documentation to the Department of Aviation and other state agencies in order to obtain all permits and approvals required by the Commonwealth, the Federal Government and the County. DelCorp will further work with the County to obtain the maximum allowable reimbursements from the Department of Aviation for

the work proposed herein.

*Middlesex County has previously adopted a purchasing policy implementing the Public-Private Transportation Act of 1995. The following is designed to incorporate the requirements as specified in Article V of the purchasing policy, in this Unsolicited Proposal.*

## **Qualifications and Experience**

### **Legal Structure of Delaware Corporation:**

**Private Partner:** Delaware Corporation is a Virginia stock corporation in good standing with the Commonwealth of Virginia. It is a Class A licensed General Contractor in Middlesex County and has been since 1977. The contractor license classification includes Building, Electrical, Plumbing, Mechanical, and Heavy Highway construction. Within the past 15 years DelCorp has completed more than 200 projects for the Navy, Coast Guard, Homeland Security, and several projects for the Private Commercial and Industrial community. These projects range in price from a Hundred Thousand Dollars (\$100,000) to several Million Dollars and in locations from Erie, PA to Charleston, SC. (References provided upon request). The latest commercial project was the building of the new Hummel Airport at Topping, Virginia which turn-key construction price was \$1,500,000. DelCorp financed that project in its entirety until an operational permit was granted. (More data is available if requested)

**Project Manager:** Oscar M. Barber will be the Project Manager for this project. He has been the project manager on all projects for Delcorp since its inception. Telephone # Cell - (804) 370-5555; [email – oscar@delcorpva.com](mailto:oscar@delcorpva.com) Address - 218 Eubank Landing Rd, Topping, Virginia 23169

**Sub-Contractor:** There are no Sub-Contractors at the present.

**Paving Contractors** - Peninsula Paving or Basic Construction. They will compete for the job after engineering has completed the design of the asphalt. (More data is available if requested)

**Environmental Engineer** will be Bay Design, Urbanna, VA This firm is accepted by the Virginia Department of Aviation (DOAV) and Middlesex County. (More data is available if requested)

**Middlesex County's Engineer** Jon McCalmont of Parrish & Partners will work in conjunction with the State engineers with the DOAV to design and produce a set of plans and specs. (More data is available if requested)

**Conflict of Interest:** There are no persons known to the proposer who would be obligated to disqualify themselves from participation in the project pursuant to the Virginia State and Local Government conflict of Interest Act.

**FINANCIAL STATEMENT:** The proposer will provide a financial statement but only to limited parties as necessary to allow a decision to be made as to this submission. This information is extremely confidential and the proposer requests that it be protected as confidential proprietary information pursuant to subsections 1, 2, and 3 of Article II D. Freedom of Information Act included in the Middlesex County PPEA and PPTA.

### **Project Characteristics**

**The Conceptual Design:** This has already been completed by Jon McCalmont of Parrish & Partners and is attached at the end of this proposal.

#### **Delaware Corporation (DC) Shall:**

- 1. Provide a construction team to include Architect, Engineer, and Sub-Contractors that is acceptable to the County and the DOAV**
- 2. Provide an approved environmental study to the satisfaction of the County, State, and DEQ.**
- 3. The Airport will remain open and fuel services will not be interrupted during construction.**
- 4. Carry out all work identified in this proposal, including obtaining all necessary governmental permits for the work identified herein.**
- 5. On behalf of the County, work with the Department of Aviation to obtain all approvals for the project and to obtain all reimbursements from the Department.**

#### **Middlesex County) Shall:**

**Delaware Corp proposes a Public/Private Partnership with the county to build and develop its hanger, ramp, & taxiway project. The County will enter into an agreement with the State for funding and will do all required to obtain available funding.**

**DelCorp agrees to share in funding not supplied by the State if the County agrees additionally to:**

- 1. Reduce Property tax on aircraft to 50 cents (\$.50) per hundred instead of the current \$2.00 per hundred.**
- 2. Rezone all county airport and adjacent airport properties to light industrial.**

3. **Revise the Zoning Law to allow structures to be located at 200 ft From the center of the runway.**
4. **Supply DelCorp with a deeded easement for access by aircraft to the runway from adjacent property that DelCorp owns.**
5. **File all documents necessary to obtain Department approval of the project.**
6. **Pay to DelCorp all amounts reimbursed by the Department for work done under the project by DelCorp.**
7. **Pay to DelCorp one-half of DelCorp's costs under the agreement to be entered into between DelCorp and the County for this project that are not reimbursed by the Department of Aviation.**

**Permitting:** The necessary Federal, State, and Local permits will be obtained, and associate regulations will be complied with. The necessary permits are yet to be determined.

**Risk and Liability:**

Delaware Corporation will purchase liability insurance naming Contractor and Middlesex County as additional insured.

**Opening of Completed Terminal & Ramp:** The project is expected to take 1 year from the commencement of construction until completion. DC will not commence construction in the winter. The ideal time to commence will be sometime in the month of March.

**Project Financing:** DelCorp will do a schedule of values that will depict the separate scopes of work designed for progress billing. Middlesex will submit for the State's percentage of funding on a monthly basis, or other basis required by the Department. DelCorp will agree to financing the County's unpaid portion of its contract obligation, if the County so requests.

**Strategy and Plans:** Once this conceptual phase is approved by the Middlesex Board of Supervisors, it will be published for public comment. Assuming that the BOS gets their request for funding into the Virginia Dept of Aviation in a timely manner, and assuming the Department approves the project, then construction will commence immediately and be completed in one year. Neither the general public or the flying community will be affected by the ongoing construction.

This proposal is respectfully submitted by,



Oscar M. Barber, President  
Delaware Corporation  
Topping, Virginia

**Attachments:**

- 1. The Conceptual Design: Jon McCalmont of Parrish & Partners, Drawing depicts the proposed development layout plan.**
- 2.**