



HOTEL DEVELOPMENT AT FLINT BISHOP INTERNATIONAL AIRPORT

Request For Proposals (RFP): Development, Financing, Construction, and Operation of a Hotel on Airport Property

Issue Date: February 11, 2026

1. Project Overview

Bishop International Airport Authority (“BIAA” or “Airport”) invites qualified hospitality and hotel development teams, including real estate developers, hotel owners/operators, developers, and other industry professionals (“Respondents”) to submit sealed, competitive Proposals for the financing, design, construction, operation, maintenance, and long-term management of a three star (or higher) full-service hotel, on property owned by the Airport, which includes meeting and conference space, and other appropriate amenities that support hotel activity and add value to hotel guests and Airport passengers, as outlined in this Request for Proposals (“RFP”). The Airport’s objective with adding a hotel amenity to Airport property is to enhance passenger amenities, support regional economic growth, and establish new non-aeronautical revenue.

The Airport will select one Respondent to conduct further negotiations with and take to the Airport Authority Board for approval. Upon approval and execution of a lease agreement, the Respondent would only then become responsible for development of the facilities (“Developer”).

2. Bishop International Airport Authority Background

Bishop International Airport is a public commercial service and general aviation airport located on the southwest side of Flint, MI in Genesee County. Historically, one of Michigan’s busiest airports, the Airport has experienced a steady upward trend in passenger totals in recent years from approximately 600,000 total passengers in 2022 to more than 680,000 in 2025 with growth driven by expanded routes and service improvements. The Airport is currently serviced by Allegiant Air, United Airlines, American Airlines, supports FedEx cargo operations, and general aviation activity.

The Airport functions as an economic and travel gateway for a catchment area of approximately 3.5 million residents. The Airport’s strategic location near major interstate corridors (I-75, US-23, and I-69) provides convenient access for patrons spanning from central, southeast, and northeast Michigan as well as extending east toward and beyond the Canadian border.

The Airport is owned and operated by the Bishop International Airport Authority, a joint public authority established by Genesee County and the City of Flint. The Authority Board is comprised of 9 members, appointed either by the Genesee County Board of Commissioners and the City of Flint, and provides governance oversight, strategic direction, and Airport policy.

Positioned between major metropolitan markets and supported by regional business leaders, the Airport plays an integral role in fostering area economic growth, connecting businesses to national and international destinations, and expanding tourism and travel opportunities. Ongoing service expansions, infrastructure development, capital investment, and collaborative airline partnerships continue to strengthen the Airport's role as a vital aviation hub and community benefit.

3. BIAA'S Objectives for the Hotel

The Airport seeks proposals with the following desired characteristics:

- An internationally branded, full-service, three-star (or higher rated) hotel near to the existing Terminal building.
- For the hotel to include meeting spaces with conferencing technology, a restaurant, and other conveniences or amenities expected by hotel patrons (such as room service or 24-hour food and beverage availability, a fitness center, a sundries store, and laundry facilities).
- That the hotel serve as a gateway feature for the Airport, with an architectural expression and/or theme consistent with and enhancing the architecture of the Terminal building.
- To maximize revenues for both the Airport and hotel.
- To include the utilization of alternative sources of energy to provide power the hotel facility.
- Convenient guest and passenger access provided between the hotel and Terminal building by way of pedestrian walkway protected from weather elements or shuttle.
- Ability for hotel guests to access the Airport's flight information display system either through direct connection to the Airport's system or other continuous feed determined acceptable by the Airport.

4. Airport Hotel Location Site Description

- **Location:** Approximate location of 3252 W. Bristol Road, Flint, MI 48507. Northwest side of intersection at Bristol Road and Torrey Road (north of Bristol Road).
- **Frontage:** Approximately 650 feet of available space along Bristol Road (AADT < 16,000 vehicles in 2024). Site location approximately 1/3 mile west of I-75 (AADT 76,000 vehicles in 2024), and 1.5 miles east of I-69 (AADT <47,000 vehicles in 2024).
- **Utilities:** Potable water, power, sanitary, storm drainage, and other utilities shall be provided by the developer. All necessary utilities are near the vicinity of the site.
- **Land Area:** Total hotel and amenity site available approximately 10 acres. There is no requirement to utilize the entire available area.
- **Parking:** This land area is assumed to offer a site that will be able to accommodate the appropriate number of parking spaces. Developer shall provide adequate check-in parking. Hotel guest parking to be integrated with the Airport Shuttle Lot.
- **Intended Use:** Hotel with approximately 90 guest rooms, meeting/conference facilities, dining options, hotel guest parking, and other typical hotel amenities.
- **Ownership:** Land retained by BIAA through long-term ground lease agreement with tenant; improvements owned by Developer during lease term and shall revert to the Airport at end of term unless an extension can be negotiated prior to the termination of the lease.
- **Design and Construction Standards:** Developers must use applicable Federal, State and local codes and design standards (including Federal ADA standards)

5. Desired Business Terms

4.1. Lease Structure:

- Long-term ground lease between 35 - 50 years desired. Respondents desired length clearly identified in proposal documents. Any extension options subject to negotiation.
- Title of land to remain with the Airport. Improvements revert to Airport at lease expiration.
- Land lease price per square foot to exceed Fair Market Value (FMV).

4.2. Financial

- A standard concession fee percentage of gross revenue applied for each transaction to be proposed by Respondent.
- Minimum Annual Guarantee (MAG) to be proposed by Respondent.

4.3. Utilities and Access

- Developer responsible for all utility connections, usage, and associated costs.

6. General Conditions, Notices, and Airport Reservations

The Airport reserves the right to reject any and all proposals, to waive any irregularities in a proposal, to investigate the qualifications and experience of any Respondent, to reject any provision in any proposal, to obtain new proposals, to reject and solicit a new request for proposals, to abandon this RFP process at any time and for any reason, or to accept the proposal(s), which in the judgement of the Airport, is in the best interest of the Airport. The Airport reserves the right to accept a part or parts of a proposal or issue subsequent RFPs.

The Airport reserves the right to select the successful Respondent once all proposals, are received, without seeking further information or clarification from other Respondents. Respondents may be invited to make oral presentations and participate in a question-and-answer session with the Airport. The Airport shall have the right to visit Respondents other sites, should this be appropriate and deemed necessary.

The Airport does not guarantee that any agreement will be awarded as a result of this RFP. If an agreement award is made but the agreement not executed, the Airport does not guarantee award and negotiations to other Respondents.

As a condition of a grant award, the Airport shall demonstrate that it complies with the provisions of Title VI of the Civil Rights Act of 1964 (42 U.S.C. §§ 2000d et seq) and implementing regulations (49 CFR part 21) including amendments thereto, the Airport and Airway Improvement Act of 1982 (49 U.S.C. § 47123), the Age Discrimination Act of 1975 (42 U.S.C. 6101 et seq.), Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. § 794 et seq.), the Americans with Disabilities Act of 1990 (42 U.S.C. § 12101, et seq.), U.S. Department of Transportation and Federal Aviation Administration (FAA) Assurances, and other relevant civil rights statutes, regulations, or authorities, including any amendments or updates thereto. This may include, as applicable, providing a current Title VI Program Plan to the FAA for approval, in the format and according to the timeline required by the FAA, and other information about the communities that will be benefited and impacted by the project. A completed FAA Title VI Pre-Grant Award Checklist is required for every grant application, unless excused by the FAA. The Airport shall affirmatively ensure that when carrying out any project supported by this grant that it complies with all federal nondiscrimination and civil rights laws based on race, color, national origin, sex, creed, age, disability, genetic information, in consideration for federal financial assistance. The Department's and FAA's Office of Civil Rights may provide resources and technical assistance to recipients to ensure full and sustainable compliance with Federal civil rights requirements. Failure to comply with civil rights requirements will be considered a violation of the agreement or contract and be subject to any enforcement action as authorized by law.

The Airport, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (42 U.S.C. 2000d to 2000d-4) and the Regulations, hereby notifies all bidders or offerors that it will affirmatively ensure that for any contract entered into pursuant to this advertisement, all businesses will be afforded full and fair opportunity to submit bids in response to this invitation and no businesses will be discriminated against on the grounds of race, color, national origin (including limited English proficiency), creed, sex, age, or disability in consideration for an award.

The requirements of this RFP are for the benefit and protection of the Airport; therefore, the right is reserved by the Airport to waive any irregularities; to accept or reject any or all proposals; and to re-advertise for a proposal which will provide the best service to the Airport.

There is no express or implied obligation for the Airport to reimburse Respondents for any expenses incurred in preparing proposals in response to this RFP or subsequent RFPs.

The Airport reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether the Respondent is selected. Submission of a proposal indicates acceptance by the Respondent of the conditions contained in this RFP document.

The Airport is subject to the Freedom of Information Act. Accordingly, notwithstanding any claim of confidentiality or that any or all of the Respondent's submittal contains proprietary information, the Respondent understands by its submission that information may be disclosed pursuant to a public records request.

The Airport reserves the right to preserve and maintain the Airport and its facilities for the purpose of air travel and air navigation. No rights or privileges are granted that shall violate local, State, FAA, TSA, or other Federal regulations and agreements as required. This will likely include the requirement for a formal submittal to the FAA in accordance with FAR Part 77.

All design, site preparation, and construction shall be at the expense of the selected Developer including architectural and engineering fees. Selected Developer shall be responsible for all taxes due on construction and real estate which may include special assessments.

The Airport shall have the right to review and approve all construction plans and designs.

Members of the development team must have all appropriate licenses to conduct business within the State of Michigan.

7. Required Agreement Provisions

This project is to be developed on federally obligated property and therefore subject to applicable FAA Grant Assurances and federal regulations. All appropriate FAA Contract Provisions will be a required provision within the agreement. Required FAA Contract Provisions are included as Exhibit A of this RFP.

The Airport encourages Airport Concession Disadvantaged Business Enterprise (ACDBE) participation, as defined in 49 CFR Part 23, in all of its Concession agreements, including the operation of the hotel facility identified in this RFP. The specific ACDBE goal is to be determined prior to agreement. ACDBEs shall have the maximum opportunity to participate in any activity, service, or facility at the Airport under this agreement. Respondents shall agree to make good faith efforts, as defined in 49 CFR Part 26, to ensure these goals are met in the performance of this concession.

Respondents will be required to meet all applicable building code requirements as identified by local, state, and federal agencies.

8. Required Proposal Contents

Each proposal must be in accordance with the requirements set forth in this document. Interested parties must provide detailed company information (including all parties expected to be involved in any process in the case of partnerships or joint ventures), related development experience, and preliminary development concepts for the site. Each proposer shall include in its proposal the following sections in the following order, providing enough detail in each section for the Airport to fully evaluate the Respondents capabilities.

| Proposal Outline | Section Page Limit |
|--|--------------------|
| 1. Table of Contents | 1 |
| 2. Cover Letter with company background. | 2 |
| 3. Executive Summary | 2 |
| 4. Development Team Qualifications (experience with similar projects). | 8 |
| 5. Business References (minimum of three) | 3 |
| 6. Demonstrated Construction Qualifications, Experience, and Licenses | 5 |
| 7. Demonstrated Hotel Management Qualifications & Experience | 5 |
| 8. Financial Capability | 5 |
| 9. Capital Investment | 2 |
| 10. Conceptual Site Plan & Renderings. | 10 |
| 11. Construction Plan & Schedule w/ Traffic Management Plan | 3 |
| 12. ACDBE Participation Plan | 1 |
| 13. Operations, Staffing, and Facility Maintenance Plan. | 5 |
| 14. Financial Return to Airport (land lease rate, concession fee, proposed MAG, investment amount) | 4 |
| 15. Sustainability and Energy Efficiency Measures. | 2 |
| 16. Compliance with Airport Security, FAA Regulations, and Local Zoning. | 1 |
| 17. Potential Conflicts of Interest | 1 |

9. Evaluation Criteria

Proposals meeting the requirements set forth in this RFP will be reviewed by a selection committee who will evaluate the information received in each proposal. Proposals will be evaluated on the criteria listed in this RFP, including those criteria listed below, and any other criteria or information deemed necessary by the selection committee.

- Experience and track record.
- Financial strength and feasibility.
- Quality of design and amenities.
- Alignment with the Airport's goals and objectives.
- Sustainability and innovation.

During the review process, the Airport reserves the right, where it may serve the Airport's best interest, to request additional information or clarification from Respondents, or to allow completion, or corrections of errors or omissions.

10. Submission Instructions

Each proposer seeking consideration must submit a proposal. Respondents must submit three (3) hard copies of the entire proposal. All proposals must be received at the Airport Administration Offices at 3425 W. Bristol Road, Flint, MI 48507 by 10:00am on March 20, 2026. Respondents shall submit their proposals to the following address:

Bishop International Airport Authority
ATTN: Nino Sapone, CEO
3425 West Bristol Road
Flint, MI 48507

11. Informational Meeting

The Airport will host a non-mandatory informational meeting per the schedule below to review this RFP and answer questions. The meeting will be held in the Sharp Conference Room located on the second floor of the Terminal Building, down the hallway past the Interchange Café. Interested Respondents are encouraged to attend or send a qualified representative who is able to competently represent it or its company's best interests.

Following the informational meeting, the Airport may issue addenda to this RFP to make necessary clarifications or corrections and to address questions submitted. The first addendum will include a listing of all persons and contact information for those in attendance at the meeting.

All communications and questions concerning this RFP shall be submitted in writing. The deadline for questions is listed in the schedule below. Written responses will be prepared by the Airport and posted to the Airport website by the date listed in the schedule below. Questions and communications shall be directed to Christopher Yeates, COO, cyeates@bishopairport.org.

A comprehensive Hotel Market Feasibility Study conducted for the Airport is available upon request.

12. Schedule

- FEB 11, 2026 Request for Proposals issued
- MAR 6, 2026 Informational Meeting at 10:00am in the Sharp Conference Room
- MAR 13, 2026 Deadline for Questions
- MAR 16, 2026 Addenda Issues (if applicable)
- MAR 20, 2026 Proposals Due by 10:00am EDT
- APR 20, 2026 Airport to Notify Respondents Selected for Interviews
- MAY 8, 2026 Airport to Conduct Interviews with Selected Respondents
- MAY 15, 2026 Selection of Preferred Respondent by Selection Committee
- MAY 26, 2026 Airport Authority Board Approval for Lease Agreement Negotiations
- JULY 28, 2026 Airport Authority Board Lease Approval and Execution

The Airport reserves the right to modify or change this schedule at its discretion.

Hotel Concept (Capital)



Exhibit A

Required Federal Contract Provisions

- A. Compliance with Nondiscrimination Provisions. During the performance of this Agreement, LESSEE, for itself, its assignees, and successors in interest (hereinafter collectively referred to as “LESSEE”) agrees as follows:
1. **Compliance with Regulations.** LESSEE will comply with the Title VI List of Pertinent Nondiscrimination Acts And Authorities, as they may be amended from time to time, which are herein incorporated by reference and made a part of this Agreement.
 2. **Non-discrimination.** LESSEE, with regard to the work performed by it during the term of this Agreement, will not discriminate on the grounds of race, color, national origin, creed, sex, age, or disability in the selection and retention of contractors, including procurements of materials and leases of equipment. LESSEE will not participate directly or indirectly in the discrimination prohibited by the Nondiscrimination Acts and Authorities, including employment practices when the contract covers any activity, project, or program set forth in Appendix B of 49 CFR Part 21 including amendments thereto.
 3. **Solicitations for Agreements, Including Procurements of Materials and Equipment.** In all solicitations, either by competitive bidding, or negotiation made by LESSEE for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential contractor or supplier will be notified by LESSEE of LESSEE’s obligations under this Agreement and the Nondiscrimination Acts And Authorities on the grounds of race, color, or national origin.
 4. **Information and Reports.** LESSEE will provide all information and reports required by the Acts, the Regulations, and directives issued pursuant thereto and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the sponsor or the Federal Aviation Administration to be pertinent to ascertain compliance with such Nondiscrimination Acts And Authorities and instructions. Where any information required of LESSEE is in the exclusive possession of another who fails or refuses to furnish the information, LESSEE will so certify to LESSOR or the Federal Aviation Administration, as appropriate, and will set forth what efforts it has made to obtain the information.
 5. **Sanctions for Noncompliance.** In the event of LESSEE’s noncompliance with the Non-discrimination provisions of this contract, LESSOR will impose such sanctions as it or the Federal Aviation Administration may determine to be appropriate, including, but not limited to withholding payments to the LESSEE under the Agreement until the LESSEE complies, and/or cancelling, terminating, or suspending the Agreement, in whole or in part.
 6. **Incorporation of Provisions.** LESSEE will include the provisions of paragraphs one through six of this Exhibit B, Section (A) in every contract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Regulations and directives issued pursuant thereto. LESSEE will take action with respect to any contract

or procurement as LESSOR or the Federal Aviation Administration may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if LESSEE becomes involved in, or is threatened with litigation by a contractor, or supplier because of such direction, LESSEE may request LESSOR to enter into any litigation to protect the interests of LESSOR. In addition, LESSEE may request the United States to enter into the litigation to protect the interests of the United States.

- B. Real Property Acquired or Improved Under the Airport Improvement Program. LESSEE for itself, its heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that in the event facilities are constructed, maintained, or otherwise operated on the property described in this Agreement for a purpose for which a Federal Aviation Administration activity, facility, or program is extended or for another purpose involving the provision of similar services or benefits, LESSEE will maintain and operate such facilities and services in compliance with all requirements imposed by the Nondiscrimination Acts and Regulations listed in the Pertinent List of Nondiscrimination Authorities (as may be amended) such that no person on the grounds of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities.
- C. Construction/Use/Access to Real Property Acquired Under the Activity, Facility, or Program. LESSEE for itself, its heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that (1) no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities, (2) that in the construction of any improvements on, over, or under such land, and the furnishing of services thereon, no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination, and (3) that LESSEE will furnish its services in compliance with all other requirements imposed by or pursuant to the List of Nondiscrimination Acts And Authorities.
- D. Title VI List of Pertinent Nondiscrimination Acts and Authorities. During the performance of this Agreement, LESSEE, for itself, its assignees, and successors in interest (hereinafter referred to as the “contractor”) agrees to comply with the following non-discrimination statutes and authorities; including but not limited to:
- i. Title VI Title VI of the Civil Rights Act of 1964 (42 U.S.C. § 2000d *et seq.*, 78 stat. 252), (prohibits discrimination on the basis of race, color, national origin);
 - ii. 49 CFR Part 21 (Non-discrimination In Federally-Assisted Programs of The Department of Transportation—Effectuation of Title VI of The Civil Rights Act of 1964) including amendments thereto;
 - iii. The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 U.S.C. § 4601), (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);
 - iv. Section 504 of the Rehabilitation Act of 1973, (29 U.S.C. § 794 *et seq.*), as amended, (prohibits discrimination on the basis of disability); and 49 CFR Part 27;
 - v. The Age Discrimination Act of 1975, as amended, (42 U.S.C. § 6101 *et seq.*), (prohibits discrimination on the basis of age);

- vi. Airport and Airway Improvement Act of 1982, (49 USC § 471, Section 47123), as amended, (prohibits discrimination based on race, creed, color, national origin, or sex);
 - vii. The Civil Rights Restoration Act of 1987, (PL 100-209), (Broadened the scope, coverage and applicability of Title VI of the Civil Rights Act of 1964, The Age Discrimination Act of 1975 and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms “programs or activities” to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are Federally funded or not);
 - viii. Titles II and III of the Americans with Disabilities Act of 1990, which prohibit discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities (42 U.S.C. §§ 12131 – 12189) as implemented by Department of Transportation regulations at 49 CFR Parts 37 and 38; and
 - ix. Title IX of the Education Amendments of 1972, as amended, which prohibits you from discriminating because of sex in education programs or activities (20 U.S.C. 1681 et seq).
- E. Right of Re-entry. In the event of breach of any of the above Nondiscrimination covenants, LESSOR will have the right to terminate the Agreement and to enter, re-enter, and repossess said lands and facilities thereon, and hold the same as if the Agreement had never been made or issued.
- F. Subcontracts. LESSEE agrees that it shall insert the above six provisions (Section (A) through Section (F)) in any agreement by which LESSEE grants a right or privilege to any person, firm, or corporation to render accommodations and/or services to the public under this Agreement.