



**CITY OF HOUSTON  
HOUSTON AIRPORT SYSTEM  
REQUEST FOR INFORMATION (RFI)**

**SOLICITATION NO.: H93-IAHECR-2025-008  
EAST CARGO REDEVELOPMENT  
AT GEORGE BUSH INTERCONTINENTAL AIRPORT (IAH)**

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**Date Issued:** June 27, 2025

**Pre-Submittal:** July 24, 2025, 1:00 P.M., (CT)  
**Conference:** HAS Infrastructure Division Office (IDO) Building  
Auditorium No. 1  
111 Standifer Drive, Humble, Texas, 77338

**Questions Deadline:** August 7, 2025, at 12:00 P.M., (CT)

**Submittal Due Date:** September 11, 2025, at 2:00 P.M., (CT)

**Submittal Contact Person:** Amanda Joseph  
Sr. Procurement Specialist, Houston Airport System  
[amanda.joseph@houston.tx.gov](mailto:amanda.joseph@houston.tx.gov)  
281-230-8088

**Project Summary:** The Houston Airport System (HAS) is seeking a qualified partner with experience in airport cargo development, aviation support facilities, property management, and air cargo operations. Respondents should demonstrate the financial and technical ability to design, finance, build, operate, and maintain cargo and logistics facilities at George Bush Intercontinental Airport's (IAH) East Cargo Area. HAS is engaging the industry to gather serious expressions of interest and conceptual submittals that support the long-term vision of expanding and enhancing cargo activity at IAH. The redevelopment effort is intended to help position IAH as a premier logistics hub, improve operational efficiency, and support future demand driven by global trade and regional growth. As a result of this RFI, HAS hopes to gain information that allow HAS to properly develop future cargo facilities at IAH. HAS wants feedback from the cargo development community to ensure the available land for development is properly offered to meet future needs. Future needs may include things like queuing for autonomous trucks, autonomous ground handling, Boeing 777-8F operations, blended wing cargo aircraft, autonomous drone cargo aircraft and other changes that may be on the horizon. The RFI will help guide HAS towards the potential negotiation of a lease(s) and operating agreement(s) with one or more respondents through a procurement method that may be released at a later date.

## **REQUEST FOR INFORMATION**

**East Cargo Redevelopment  
at George Bush Intercontinental Airport (IAH)**

**June 27, 2025**

## **PART 1 – GENERAL INFORMATION**

### **1.0 GENERAL INFORMATION**

- 1.1 HAS invites qualified and experienced developers, investors, and cargo/logistics operators to submit their interest in participating in the potential redevelopment, of an additional 82.6 acres of the East Cargo Area at George Bush Intercontinental Airport (IAH).
- 1.2 The expectations of this RFI are to collect industry input that can be applied or included in the development of a subsequent Request for Qualifications (or Statement of Qualifications – RFQ) and Request for Proposals (RFP) that will identify potential partners for delivering the development project that contains specified services and a defined scope of work. HAS recognizes the opportunity to enhance cargo operations at IAH and the importance of partnering with qualified third parties who bring the expertise and financial resources needed to develop the modern facilities and services required to attract, expand, and sustain large-scale cargo operations. For now, this RFI is seeking information and input on innovative strategies and approaches that advances the goals and objectives of HAS:
1. Design and develop the cargo complex to efficiently integrate aircraft and truck operations, staging areas, trailer storage, customer and employee parking, and all supporting services—ensuring a safe, secure, and seamless flow of activity throughout the facility. Included should be any considerations for autonomous vehicle and/or drone technology. Optimizing land use for airside and landside connectivity.
  2. Construct flexible, and sustainable cargo and logistics space. The facility should be designed to accommodate a range of potential uses, including high-bay warehousing, airside cargo operations, and office functions.
  3. Consideration for the handling of pharmaceuticals to support growth in the Texas Medical Center and newly announced pharmaceutical manufacturing facilities in the Houston region.
  4. Design for scalability, should include flexible layouts and future expansion.
  5. Comprehensive knowledge in air cargo, logistics, and airport-related development, including familiarity with the needs of air freight carriers, forwarders, and third-party logistics providers.
  6. Offer proven development technologies, operating models, and financing strategies that reduce risk exposure for HAS. and,
  7. Support regional and global trade while establishing a long-term revenue stream for the airport and serving as a catalyst for sustained economic growth in the region.
- 1.3 HAS is open to business models provided by firm (or team) with competencies to Design, Build, Finance, Operate and Maintain (DBFOM) to the project (the DBFOM firm).

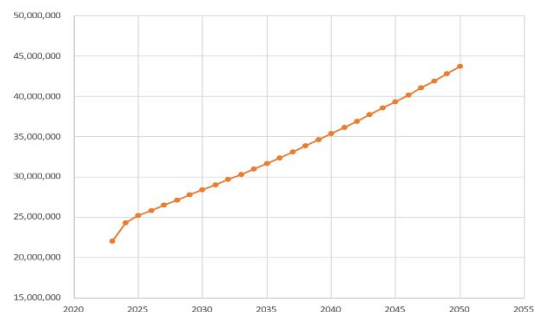
## 2.0 BACKGROUND

- 2.1 Houston's airports position the City of Houston as the international passenger and cargo gateway to the south-central United States and a primary gateway to Latin America. Houston Airports served more than 63.1 million passengers (48 million passengers at IAH) and handled over 552,330 metric tons of air cargo in 2024. Thanks to our partner airlines, together, we foster economic vitality for the transportation industry and facilitate a strong level of global connectivity for the diverse and growing population living in the greater Houston region. Currently, on airport cargo facilities are full and legacy cargo facilities in the Central Cargo area are obsolete. There is demand for new facilities and HAS is looking for the proper path forward to meet future demand.
- 2.2 IAH offers two cargo centers: Central Cargo, and IAH Cargo Center (East Cargo) with on 120 acres and parking for 20 widebody aircraft. The two air cargo centers at IAH serve 14 scheduled cargo carriers, several passenger airlines moving belly freight, and charter cargo airlines operating for several different industries. IAH offers customers a perishable goods handling facility next to the tarmac, operated by Dnata, and an on-airport state-of-the-art Fumigation Facility with the latest technology. The perishables facility includes two refrigerated chambers and handles in-transit perishable freight for many carriers. Dnata works with grocery chains and distributors in the region to process a wide variety of perishable products. The redevelopment of the East Cargo Area at IAH presents a significant opportunity to transform and modernize air cargo operations to meet current and future demand. Houston is one of the fastest growing cities and just between 2023 and 2024 the city gained approximately 43,000 new residents, with its increase ranking second only to New York City, according to the U.S. Census Bureau data. At the same time, according to FAA's forecast, Houston traffic is projected to double by year 2050.



### Houston is a Growing Market

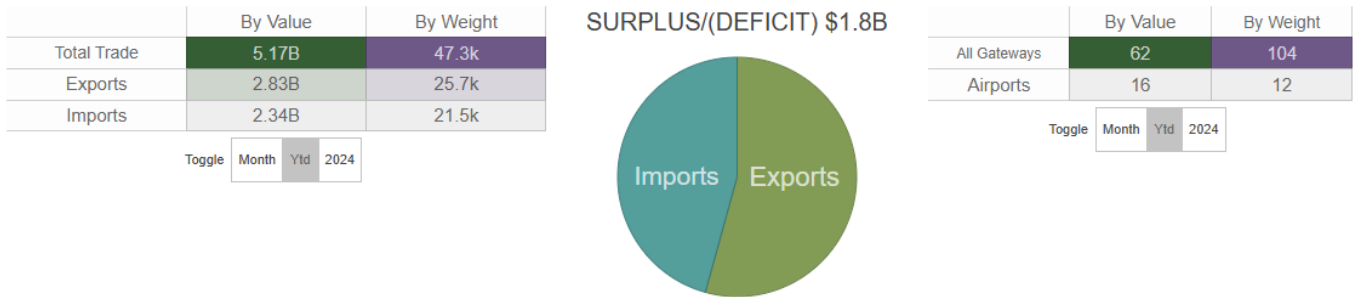
- New facilities are needed to meet future growth
- FAA Forecast vs 2023
  - 38% increase by 2033
  - 71% increase by 2043
  - 99% increase by 2050



Year ending March 2025, trade at IAH was valued \$5.17 billion, a 11 percent increase year over year.

**DATA IS THROUGH MARCH 2025**

### TRADE SNAPSHOT



- 2.3 Houston is experiencing significant growth in its medical and pharmaceutical sectors, driven by major investments in research, infrastructure, and talent development. The city boasts a thriving life sciences ecosystem, fueled by institutions like the Texas Medical Center (TMC), which is the world's largest medical complex. This growth is attracting both established companies and startups, with Houston becoming a hub for innovation and commercialization in the life sciences.

The pharmaceutical industry relies on air transport for its speed, consistency, and efficiency in ensuring high-value, time-sensitive, temperature-controlled products reach their destination in a safe and sound manner. Working alongside aviation industry stakeholders and regulators, the International Air Transport Association (IATA) created the Center of Excellence for Independent Validators in Pharmaceutical Logistics (CEIV Pharma), to help organizations and the entire air cargo supply chain to achieve pharmaceutical handling excellence. CEIV Pharma addresses the industry's need for more safety, security, compliance, and efficiency, through a globally consistent and recognized pharmaceutical-product handling certification. IATA CEIV Pharma encompasses, or even supersedes, many of the existing pharmaceutical standards and guidelines, safeguarding product integrity while addressing specific air cargo needs.

- a) The Houston Airport System (HAS) recognizes the need for a certified CEIV Pharma facility at George Bush Intercontinental Airport/Houston (IAH) in order to attract additional carriers and cargo to Houston. Therefore, HAS participates in the cost of opening a certified CEIV Pharma facility chamber at IAH in order to ensure that the airport is an attractive destination for temperature-sensitive pharmaceutical cargo.
- 2.4 HAS is evaluating innovative, sustainable, and financially viable redevelopment approaches that will enhance IAH's cargo capacity, efficiency, and competitiveness as a premier air cargo hub.

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**2.5 Property Information:**

Location: IAH – East side of Lee Road, between FM1960 Business and Will Clayton Parkway  
Parcel consists of 82.6 Acres, 1164130000002 and 0410970000026.

**3.0 ABOUT THE PROJECT**

- 3.1 The East Cargo Redevelopment Project at George Bush Intercontinental Airport (IAH) represents a strategic initiative by the Houston Airport System (HAS) to support the long-term growth of air cargo operations and strengthen the City of Houston’s position as a premier global logistics hub.
- 3.2 The project envisions the development of state-of-the-art cargo and support facilities, including climate-controlled space for time- and temperature-sensitive goods, flexible warehouse configurations, and integrated airside and landside access. The goal is to create a high-performing cargo campus that improves operational efficiency and supports long-term growth.
- 3.3 HAS welcomes input and interest from qualified developers, investors, and cargo operators with the experience and capability to Design, Build, Finance, Operate, and Maintain (DBFOM) the site as part of a collaborative, forward-looking partnership.

**4.0 RFI SCHEDULE**

Event*	Date & Time
RFI Release Date	June 27, 2025
Pre-Submittal Conference	July 24, 2025
Deadline to Submit Questions	August 7, 2025
RFI Response Due Date	September 11, 2025

\*The City of Houston, HAS may release an RFQ/RFP after reviewing responses to this RFI.

**5.0 RFI RESPONSE SUBMITTAL**

**5.1 SUBMISSION FORMAT**

The City of Houston’s review committee will review the submissions based on the following criteria. Please be advised that the information received may be utilized in a forthcoming RFQ/RFP.

**A. Business Viability and Capacity (Maximum 3 Pages)**

1. Corporate Name.
2. DBA name if different from 1.

3. State of incorporation in the United States.
4. Location of corporate headquarters.
5. Is the company legally qualified to do business with the City of Houston, and within the State of Texas, and conduct all aspects of the subject project as required by Texas State and Federal law (e.g., the company or sub-consultant that may perform engineering services must be registered with the Texas Board of Registration for Professional Engineers)?
6. Geographic coverage of business activities.
7. List at least three (3) recent projects related to this RFI.
8. Is your firm an MWBE firm? If so, has your firm done business with the City of Houston before? If not, has your firm used MWBE firms to perform services on other projects with the City of Houston or State of Texas, or elsewhere? Please provide details.
9. Does your company have the technical capacity to undertake such a project of the size/capacity of the identified Project?
10. Does your company have the financial capacity to undertake such a project of the size/capacity of the identified Project?

**B. Services (Maximum 5 pages)**

1. Describe company's scope of regular business services.
2. Describe whether and how the Project fits into your regular scope of business services.
3. Describe why the Project is of interest to your company
4. Would your company propose to deliver the Project as a prime, as a form of joint venture, or as a member of a consortium?
  - i. If not the prime, in what role would you foresee your company participating?
  - ii. Why and how are you qualified to perform in the anticipated Project capacity?

**C. Development Project Approach (Maximum 10 pages)**

1. Provide a conceptual vision for the redevelopment, business plan, phasing and proposal. Identify if Option Parcel #1 or #2 is of interest and how it would be incorporated (connected to the airside/secure area of airport, or landside only, detention, truck staging, etc.).
2. Provide preliminary thoughts on project delivery models (e.g., leasing).
3. Provide any initial technical, financial, or operational considerations. Be specific with your approach for Project financing.
4. What are the major issues and challenges that your company perceives with the Project? Please address any and all risks that your company foresees.

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5. Identify how your company's approach(es) and delivery method(s) would meet the stated objective.

**D. Additional Information (Maximum 10 pages)**

1. Please provide any other information or details you believe pertinent to the successful delivery of the Project.
2. Individual project profiles should be limited to one page in length for each project.

## **6.0 RFI RESPONSE – SUBMITTAL INSTRUCTIONS**

- 6.1 Please indicate your interest to this RFI requirement by adhering to the following submittal procedure. Provide three (3) printed copies of the response to this RFI, including one (1) printed original (marked original) signed in BLUE ink, as well as three (3) completed copies on memory stick (USB drive), labeled with the appropriate name and number that includes a complete copy of all information in the printed original, submitted in a sealed envelope to:

**Houston Airport System, Supply Chain Management**  
**15710 John F Kennedy Blvd, Suite 850**  
**Houston, TX 77032**  
**Attn: Cathy Vander Plaats, Aviation Procurement Officer**

- 6.2 The City of Houston desires to minimize the submission of unnecessary RFI material. Please include the RFI identification number H93-IAHECR-2025-008 on any submissions.
- 6.3 The envelope or package should clearly identify the name and address of the Respondent and indicate the contents to be: "H93-IAHECR-2025-008 East Cargo Redevelopment RFI."
- 6.4 The deadline for submissions in response to this RFI is September 11, 2025, at 2:00 PM, CT.

## **7.0 QUESTIONS ON THE RFI**

- 7.1 Questions and comments regarding this RFI must be emailed to:  
[amanda.joseph@houstontx.gov](mailto:amanda.joseph@houstontx.gov)
- 7.2 The deadline for requests for additional information and questions is August 7, 2025, at 12:00 P.M., CT. Please include the phrase "[RFI No. H93-IAHECR-2025-008 East Cargo Redevelopment RFI: QUESTIONS](#)" in the subject line and provide all applicable contact information. HAS/HSP will provide written responses to all questions received in writing before the additional information and questions deadline. Questions received from all Respondents will be answered and posted on HAS website [www.fly2houston.com](http://www.fly2houston.com) in the form of a Letter of Clarification (LOC). It is the Respondent's responsibility to ensure that they secure all correspondence.



## **8.0 GENERAL TERMS**

- 8.1 Interested vendors are encouraged to submit information requested in this RFI. The City of Houston may use this information as source material for a subsequent RFQ/RFP.
- 8.2 All information provided and expenses incurred must be at “NO COST” to the City of Houston or HAS. All responses will be subject to the Texas Public Information Act (TPIA). Any proprietary materials and/or trade secrets that must be submitted should be clearly and individually marked.
- 8.3 The City of Houston and HAS will not be liable for any costs of work performed in the preparation and production of any RFI response. By submitting a response to the RFI, respondent agrees not to make any claims for, or have any right to, damages because of any misunderstandings or misrepresentation of the information, or because of any misinformation or lack of information in the RFI. The responses to the RFI shall become the property of the City of Houston and HAS. The City of Houston has the right to adopt, modify, or reject any or all ideas presented in any material submitted in response to the RFI. Information provided may be used in a future RFQ/RFP.

Since this RFI is designed as a tool to collect information and will not result in a procurement contract for the Project, it does not fall under the requirements of Chapter 252 of the Texas Local Government Code.

- 8.4 TPIA and Responses:
1. The purpose of the TPIA requirements is to promote the public's right to know the process of governmental decision-making and to grant maximum public access to governmental records.
  2. Thus, a member of the public may submit a TPIA request for disclosure of the contents of the responses submitted to the City of Houston in response to this RFI. The responses of respondents are subject to disclosure under the TPIA. However, pursuant to Section 552.110, a governmental agency may except from disclosure information that qualifies as a trade secret or commercial and “financial information privileged or confidential by statute or judicial decision.” Mark clearly in your RFI response, any information you claim as proprietary, copyrighted, or rights reserved which may be protected from disclosure under the TPIA.
  3. If there is information in your response, which you claim meets the requirements set forth by Section 552.110 of the TPIA, you must inform the City of Houston in a letter or by email, accompanying your response.
- 8.5 The City of Houston and HAS reserve the right to:
1. Postpone or cancel this RFI upon notification to all RFI respondents.

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2. Amend the specifications after release with appropriate notice to all RFI respondents.
3. Request RFI respondents to present supplemental information clarifying their responses, either in writing or in a formal presentation.

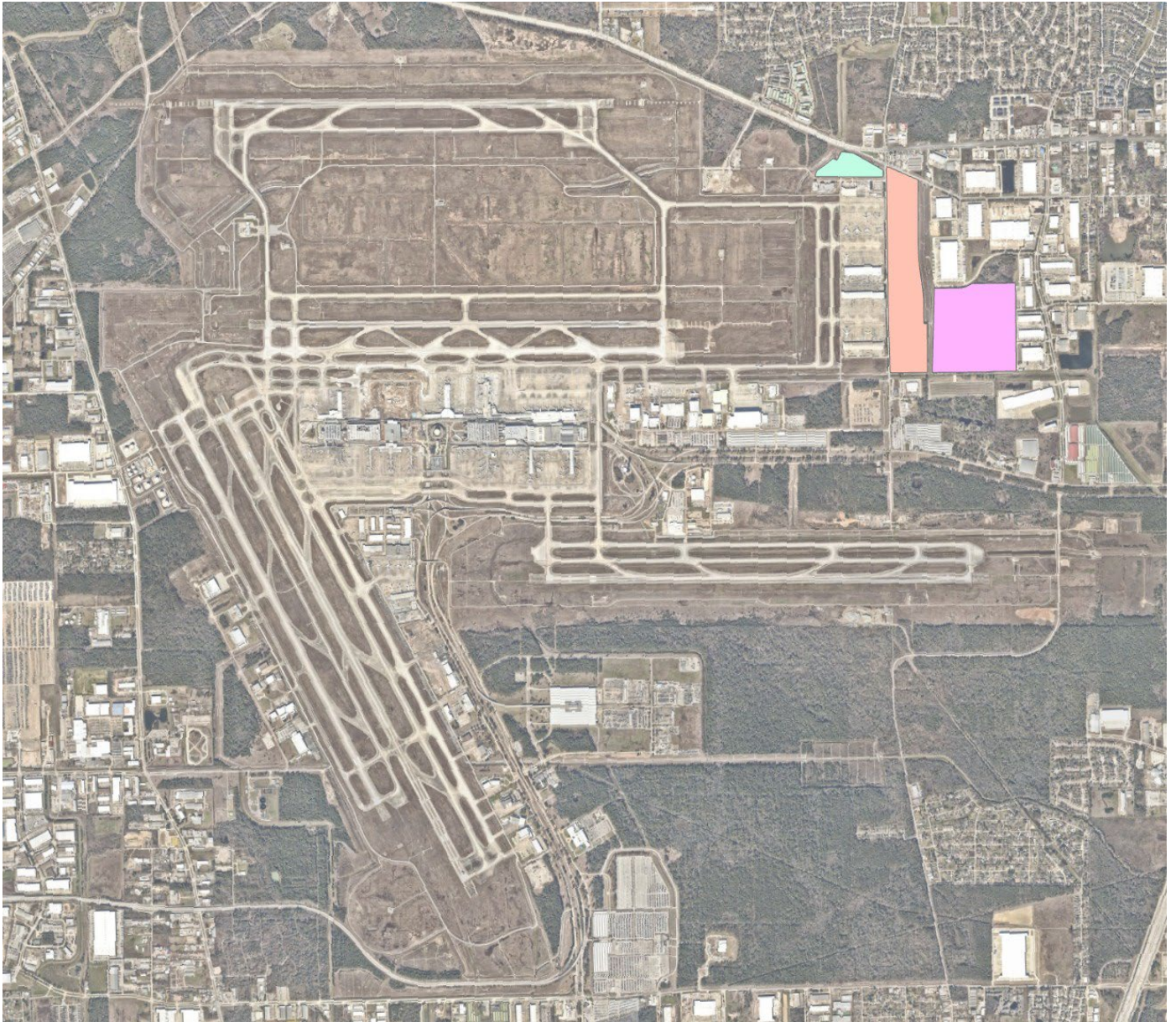
**9.0 ADMINISTRATIVE INFORMATION**

- 9.1 All recommendations and comments are welcomed and will be reviewed and considered. All recommendations of good merit and clear business logic and methodology may be used and incorporated into the final RFQ/RFP solicitation document.

**10.0 EXHIBITS**

- Exhibit 1 – George Bush Intercontinental Airport/Houston  
Exhibit 2 – Premises: Undeveloped East Cargo Area  
Exhibit 3 – Option Parcels 1 and 2

**EXHIBIT 1**  
**GEORGE BUSH INTERCONTINENTAL AIRPORT/HOUSTON**  
*(Pictorial depiction – not to scale)*

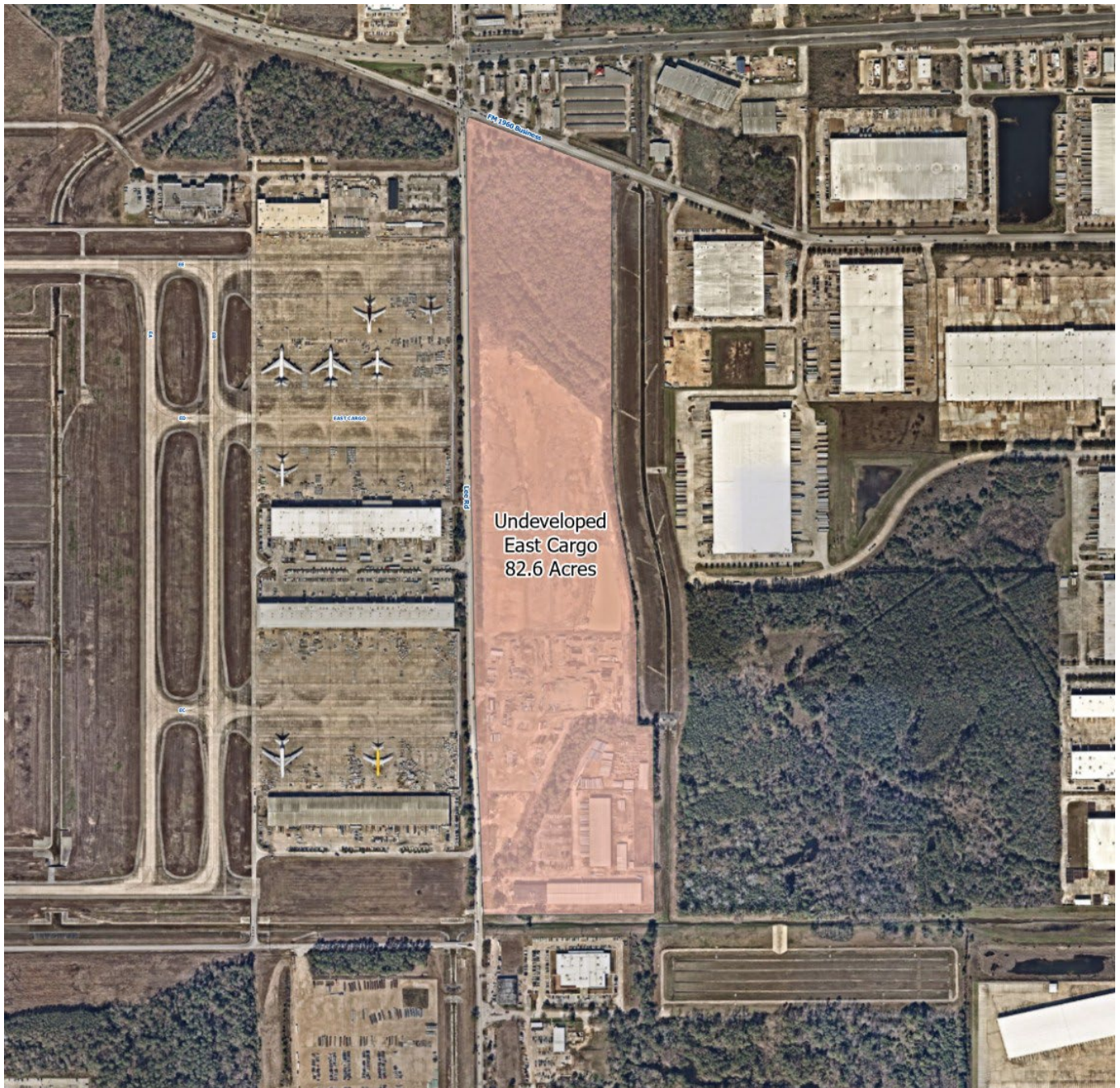




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**EXHIBIT 2**  
**PREMISES**  
*(Undeveloped East Cargo Area)*





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**EXHIBIT 3**  
Option Parcels  
(Option Parcel 1 and Option Parcel 2)

