

# **PRE-SUBMITTAL CONFERENCE**

## **REQUEST FOR INFORMATION (RFI)**

**EAST CARGO REDEVELOPMENT  
AT GEORGE BUSH INTERCONTINENTAL AIRPORT (IAH)  
SOLICITATION # H93-IAHECR-2025-008**



**IAH**

Amanda Joseph  
Sr. Procurement Specialist  
Houston Airport System

Thursday, July 24, 2025, 1:00 P.M., CT



# Pre-Submittal Conference Agenda

- |      |   |   |
|------|---|---|
| I.   | Opening Remarks                               | André Morrow<br>Interim Division Manager                              |
| II.  | Solicitation Overview                         | Amanda Joseph<br>Sr. Procurement Specialist/Interim Sr. Staff Analyst |
| III. | Project Scope and Overview                    | Dwayne Malcolm<br>Airline Affairs & Real Estate Manager               |
| IV.  | Questions & Answers                           |   |
| V.   | Meet and Greet (site visit immediately after) |   |



## Solicitation Overview

### **PURPOSE:**

The City of Houston, Houston Airport System (HAS) is seeking 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). The RFI is also intended to gather industry input such as capabilities, innovative strategies, and development approaches.



## **Solicitation Overview**

**QUESTIONS AND REQUESTS FOR ADDITIONAL  
INFORMATION ARE DUE BY:**

**Thursday, August 7, 2025, 12:00 P.M., CT**

Must be received electronically and directed via email to:

**[amanda.joseph@houstontx.gov](mailto:amanda.joseph@houstontx.gov)**

**SUBMITTAL DUE DATE AND TIME:**

**Thursday, September 11, 2025, 2:00 P.M., CT**



## **Additional Info/Specification Changes**

### **Letter of Clarification(s):**

Responses to questions received from interested firm(s) and any changes to the scope shall be confirmed in writing and will be posted to the HAS website ([www.fly2houston.com](http://www.fly2houston.com)) prior to submittal due date.





## Join Prospective Firms List to Receive Update Notices

To receive email notifications about changes or addendums to this posting, you must register as a Prospective Proposer. Registration is specific to this contract opportunity. The Prospective Proposers List and the information you provide will be publicly displayed on this website. Click below to join the list and receive email notifications of new documents for this opportunity.

☐ MWBE/DBE

[List of Current Prospective Proposers →](#)

[Submit →](#)



## Procurement Timeline

<b><u>Description</u></b>	<b><u>Scheduled Date</u></b>
➔ Advertisement of Solicitation	06/27/2025
➔ Pre-Submittal Conference and Site Visit	07/24/2025
➔ Deadline for Submission of Questions	08/07/2025
➔ Submittal Due Date	09/11/2025



## Submittal Procedures

**Provide sealed submittals, in triplicate, one (1) original** submittal signed in **BLUE** ink and marked “original” and **two (2) copies** of the submittals, including three (3) copies on a USB drive.

**RFI Submittals are due on Thursday, September 11, 2025, no later than 2:00 P.M., (CT).**

**RFI Submittals shall be delivered to:**

Houston Airport System – Supply Chain Management  
15710 John F Kennedy Blvd, Suite 850

Houston, TX 77032

Attn: Cathy Vander Plaats, Aviation Procurement Officer

Please include the phrase **“H93-IAHECR-2025-008 East Cargo Redevelopment RFI”** in the subject line and provide all applicable contact information.



## Submission Format (Please refer to Page 6-8 of the RFI)



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

- Corporate Name.
- DBA name if different from 1.
- State of incorporation in the United States.
- Location of corporate headquarters.
- 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)?

## Submission Format (Please refer to Page 6-8 of the RFI)



### A. Business Viability and Capacity (continued)

- Geographic coverage of business activities.
- List at least three (3) recent projects related to this RFI.
- 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.
- Does your company have the technical capacity to undertake such a project of the size/capacity of the identified Project?
- Does your company have the financial capacity to undertake such a project of the size/capacity of the identified Project?

## Submission Format (Please refer to Page 6-8 of the RFI)



### B. Services (Maximum 5 pages)

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

## Submission Format (Please refer to Page 6-8 of the RFI)

- ✈ C. Development Project Approach (Maximum 10 pages)
- 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.).
  - Provide preliminary thoughts on project delivery models (e.g., leasing).
  - Provide any initial technical, financial, or operational considerations. Be specific with your approach for Project financing.
  - What are the major issues and challenges that your company perceives with the Project? Please address any and all risks that your company foresees.
  - Identify how your company's approach(es) and delivery method(s) would meet the stated objective.

## **Submission Format (Please refer to Page 6-8 of the RFI)**

- ✈ D. Additional Information (Maximum 10 pages)
  - Please provide any other information or details you believe pertinent to the successful delivery of the Project.
  - Individual project profiles should be limited to one page in length for each project.



## Project Scope and Overview

### **HAS Commercial Development**

**Dwayne Malcolm  
Manager, Airline Affairs &  
Real Estate**



## About the Project

- Strategic initiative by HAS to supports long-term growth of air cargo operations and strengthens Houston's role as a premier global logistics hub.
- 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 and handled over 552,330 metric tons of air cargo in 2024.
- Current cargo facilities at IAH are full and legacy cargo facilities are outdated.

*East Cargo*



*Central Cargo*



## About the Project

- Project site: area surrounding existing IAH Cargo Center (East Cargo)
  - Primary Parcel: 82.6 Acres
  - Option Parcel 1: 13.5 Acres
  - Option Parcel 2: 87.3 Acres





## Vision & Partnership

- Development of modern, state-of-the-art cargo and support facilities
  - Includes climate-controlled space for time/temperature-sensitive goods
  - Flexible warehouse configurations to meet diverse tenant needs
  - Integrated airside and landside access for seamless operations
- Seeking partners to Design, Build, Finance, Operate, and Maintain (DBFOM) the site
- Emphasis on collaboration and long-term value creation



# Questions & Answers Session

## Questions

- To be official, questions must be in writing and submitted via email to: [amanda.joseph@houstontx.gov](mailto:amanda.joseph@houstontx.gov)
- Answers will be posted on the HAS website as a Letter of Clarification(s):  
<https://fly2houston.com/airport-business/business-partnerships/contracting/solicitations/details/east-cargo-redevelopment-at-george-bush-international-airport-iah-h93-iahecr/>

## Project Site Visit

A site visit will take place immediately after the conference.







## Current Bid Opportunities

[IAH Runway 9-27 Grind and Groove at George Bush Intercontinental Airport - H06 IAHRWY 2025 009](#) – 15% DBE Goal – The Houston Airport System (HAS) is seeking a contractor to provide regrooving and retexturing of the Runway 9-27 at IAH. Interested parties may contact David Martinez via email at [david.martinez@houstontx.gov](mailto:david.martinez@houstontx.gov). Questions due August 5, 2025, no later than 12:00 P.M. **Bids Due – August 28, 2025, no later than 10:30 A.M., (CT).**

## Upcoming Bid Opportunities

IAH Subway Efficiency Improvements (PN 604A): Invitation To Bid (ITB)



**Thank you!**