

**SANTA BARBARA AIRPORT
REQUEST FOR QUALIFICATIONS**

AIR SERVICE DEVELOPMENT CONSULTING SERVICES

ADDENDUM #1

AUGUST 17, 2016

I. Proposal Length

Resumes do not count toward the 10 page limit in Section IV. "Qualification Submittal Requirements".

II. Example of an Airline Presentation

The example of an airline presentation described in Section IV. "Qualification Submittal Requirements" should be for domestic passenger service.

III. Project Manager Qualifications

The Project Manager him/herself must have at least five years' experience developing and executing air service development programs. At least one of the Project Manager's client airports must be categorized as a "small hub" or larger airport by the Federal Aviation Administration.

IV. Prohibition of Services at Competing Airports

Proposer *and* its sub-consultants are prohibited from providing any directly related services within 110 miles of Santa Barbara. Directly related services are described in more detail in Section III. "Scope of Services".

V. Price Structure

Respondents should not include price structure, e.g. firm fixed price or time & materials, at this time. At the conclusion of the selection process, the City will enter negotiations with the consultant receiving the highest evaluation rating. Price structure is a component of the negotiations.