



**REQUEST FOR PROPOSAL
for
Annual Contract for Fence Removal and Installation
Services (RFP 2026-0023)**

**PROPOSAL SUBMITTAL DEADLINE
5:00 P.M. (EST)
Friday, July 31, 2026**

LOCATION:

**SAVANNAH AIRPORT COMMISSION
400 AIRWAYS AVENUE
SAVANNAH, GA 31408**

REQUEST FOR PROPOSAL

Annual Contract for Fence Removal and Installation Services (RFP) 2026-0023

PURPOSE OF PROPOSAL

The Savannah Airport Commission (SAC) is seeking proposals from qualified contractors for an annual contract to provide all labor, materials, equipment, and related services necessary for the removal and installation of fencing for the Savannah Airport Commission on an as needed basis. This solicitation will result in the award of a one (1) year agreement, with the option for renewal terms, exercised at the sole discretion of SAC.

Proposed pricing shall remain firm for the initial contract term. Any request for price adjustments during renewal periods shall not exceed the percentage change in the Georgia Consumer Price Index (CPI) as published by the U.S. Bureau of Labor Statistics or other recognized index applicable to the State of Georgia.

Participation in this RFP process is at the sole expense of the proposer. Any costs incurred in the preparation or submission of a proposal shall not be reimbursed by the Savannah Airport Commission. Proposals for these services will be received by the Savannah Airport Commission until 5:00 P.M. (EST), July 31, 2026, at which time they will be opened by the Commission's Purchasing Manager, whose contact information is below. ***All responses to this proposal must be submitted through <https://savannahairport.bonfirehub.com/>, and will not be accepted via email or mail.***

Christy Dixon, NIGP-CPP
Purchasing Manager
cdixon@flySAV.com

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Request for Proposals
Annual Contract for Fence Removal and Installation Services
(RFP 2026-0023)

For Savannah Airport Commission

Airport Overview

The Savannah/Hilton Head International Airport (the “Airport”) is operated by Savannah Airport Commission, a public body corporate organized under the laws of the State of Georgia (Georgia Code L-1952, Section 13) (“Commission”), and an operating agency of the City of Savannah. Commission consists of five members, appointed by the Mayor and Aldermen of the City of Savannah, for a term of five years.

The Commission is responsible for the improvements, maintenance, and operation of the Airport, and it is authorized to enter into contracts for the rental of buildings, land, office space and other property; to adopt rules and regulations for the operation of the Airport; and to have control, custody and direction of all lands, properties and improvements affixed thereto by the actions of the General Assembly, and to have general direction of the same. The Commission meets monthly, usually at 9:00 a.m. on the first Wednesday of each month, in the Commission Conference Room, located on the third floor of the terminal building at 400 Airways Avenue, Savannah, Chatham County, Georgia. The Commission acts by and through its Executive Director and staff on all matters pertaining to the management and operations of the Airport.

The Airport is a 3,681-acre site located approximately eight miles northwest of the business district of Savannah, only 45 minutes from Hilton Head Island, South Carolina, and less than two hours from the Golden Isles at Brunswick or Charleston, South Carolina. The following major airlines serve the airport: Allegiant Air, American Airlines, Avelo Airlines, Breeze Airways, Delta Air Lines, JetBlue Airways, Southwest Airlines, Sun Country Airlines, and United Airlines. Collectively these airlines, along with affiliated regional air carriers, transported approximately 4.1 million passengers in 2024.

RFP Timeline Summary:

The Commission reserves the right to modify this timeline at any time.

Questions:	All questions must be submitted through Bonfire and will not be accepted via email or mail. All questions must be submitted no later than July 9, 2026, by COB (5:00pm EST). All responses to questions will be provided through https://savannahairport.bonfirehub.com/ in an addendum by the date noted on this document. Please contact Christy Dixon via email at CDixon@flySAV.com for questions.
Deadline for Submitting Proposals:	July 31, 2026, by COB (5:00pm EST)
Non-Mandatory Preproposal Meeting:	A Preproposal Meeting will be held on July 1, 2026 @ 1:00 p.m. Attendance of the Preproposal Meeting is not mandatory for bid submission. The preproposal meeting will be held at 640 Gulfstream Road, Savannah, GA. 31408. Please RSVP if you will be physically present for the meeting. If you are not able to attend the Preproposal Meeting in person, there is an option to attend the meeting via Microsoft Teams. Please contact Melanie Freeman @ mfreeman@flysav.com for the Teams Meeting Information.
Submittal Information:	All responses to this proposal must be submitted through https://savannahairport.bonfirehub.com/, and will not be accepted via email or mail. Note: Please be sure to Acknowledge all associated addendums before submission of proposal response. The date for the final addendum is noted below.

RFP Timeline:

Issue Date:	June 16, 2026
Preproposal Meeting	July 1, 2026
Written Questions/Comments Due Date:	July 9, 2026
Last Addendum Released:	July 15, 2026
RFP Response Due Date:	July 31, 2026
Notification of Award Notifications to Bidders:	NLT October 1, 2026

Cone of Silence

Upon issuance of this solicitation and continuing until a final contract award is made or the solicitation is withdrawn, rescinded, or cancelled, all communications regarding this solicitation by any Respondent, proposer, bidder, or any of their officers, employees, agents, lobbyists, or representatives are strictly prohibited, whether direct or indirect, with any member of the governing authority, evaluation committee, or staff of the issuing agency, except as expressly authorized in this solicitation. All communications must be submitted in writing to the Procurement Officer identified herein. Any violation of this Cone of Silence shall be grounds for immediate disqualification, rejection of the submittal, or other sanctions permitted by law.

Contract Term and Renewal

A formal contract for services will be executed between the Savannah Airport Commission (SAC) and the selected proposer prior to the commencement of any work. No services shall begin until the contract has been fully executed by all parties. The contractor shall not incur any costs or perform any work in advance of receiving the official notice. Any work performed prior to contract execution shall be at the contractor's sole risk and expense. The Commission may adjust contract specifics between renewal periods to accommodate changing requirements.

The intended term of the contract shall be one (1) year, with the option to renew at the discretion of the Savannah Airport Commission. The Commission may adjust contract terms and specifications between renewal periods to accommodate changing operational or service requirements.

Convenience Termination of Contract

The Commission reserves the right to terminate the Contract, in whole or in part, at any time if it determines that such action is in its best interest. Termination may be initiated with or without cause, including but not limited to unsatisfactory performance by the service provider. In such an event, the Commission will provide the service provider with thirty (30) days' written notice, specifying the effective date of termination. No penalties or termination fees shall be due to the service provider as a result of such termination.

Scope of Services

Services may include, but are not limited to, the removal and installation of 6-foot and 8-foot-high fencing equipped with three strands of barbed wire, as well as associated fence posts, gates, hardware, and related components. Contractors shall provide unit pricing for fence removal and installation services, including additional pricing for direct bury posts and plate mounted posts.

The Commission may request additional fencing installation, removal, or repair services throughout the duration of the contract. The awarded contractor shall provide project-specific quotes upon request using the unit pricing established in the awarded proposal as the maximum allowable rates. Quotes shall itemize labor, materials, equipment, mobilization, and any additional applicable costs or exclusions.

All work shall be performed in compliance with applicable federal, state, local, airport security, safety, and operational requirements. In most cases, landside work will not require airport badging; however, contractors performing work on airfield perimeter fencing may be required to work under escort in accordance with airport security procedures.

To ensure consistent evaluation of proposals, vendors must provide unit pricing based on the following requirements:

- Linear foot cost for the removal of 8-foot-high fencing equipped with three strands of barbed wire.
- Linear foot cost for the installation of 8-foot-high fencing equipped with three strands of barbed wire.
- Linear foot cost for the removal of 6-foot-high fencing equipped with three strands of barbed wire.
- Linear foot cost for the installation of 6-foot-high fencing equipped with three strands of barbed wire.
- Additional cost per post for both fence sizes, specifying pricing for:
 - Direct bury posts (posts set in the ground).
 - Plate mounted posts (posts mounted on surface plates).

Contractor Responsibilities

The awarded contractor shall provide all supervision, labor, materials, tools, equipment, transportation, traffic control, disposal services, and incidentals necessary to perform fencing removal, installation, and repair services in a safe and professional manner.

The contractor shall:

- Coordinate all work with the Savannah Airport Commission or its designated representative prior to beginning work.
- Perform all work in accordance with applicable federal, state, local, OSHA, TSA, FAA, and airport regulations and requirements.
- Maintain a safe work environment and ensure protection of airport operations, personnel, vehicles, aircraft, and the public at all times.
- Furnish all materials and equipment necessary to complete the work unless otherwise approved by the Commission.
- Remove and properly dispose of demolished fencing materials and related debris off site.

- Ensure all installed fencing, posts, barbed wire, hardware, and related components are properly aligned, secured, and installed according to industry standards.
- Provide project-specific quotes upon request using the awarded unit pricing as the maximum allowable rates.
- Identify any assumptions, exclusions, or optional services included in submitted pricing or quotes.
- Maintain required insurance coverage and any applicable licenses necessary to perform the work.
- Comply with airport access and security requirements. Contractors performing work within secured or airfield areas may be required to work under escort or obtain temporary access authorization as directed by the Commission.
- Respond to service requests within the timeframe established by the Commission and complete work in a timely manner.
- The contractor shall be responsible for repairing any damage caused by its operations at no additional cost to the Commission.
- In most cases, contractors performing work within landside areas of the airport will not be required to obtain airport-issued security badges. However, contractors performing repairs or services on airfield perimeter fencing shall be subject to airport security requirements and may be required to work under escort while accessing secured or restricted areas.

Submittal Instructions

All responses to this proposal must be submitted through <https://savannahairport.bonfirehub.com/>, and will not be accepted via email or mail. In order to provide a response to this proposal, all respondents must first register their company by using the above link. Registration is easy and free. Please be sure to select the NAICS codes associated with your business and/or organization. **For questions regarding vendor registration or instructions on proposal submittal, please contact Melanie Freeman at mfreeman@flysav.com.**

All addenda associated with this RFP will be provided through <https://savannahairport.bonfirehub.com/> by the date noted on page 5 of this document. All questions must also be submitted through <https://savannahairport.bonfirehub.com/>, and will not be accepted via email or mail. As required, it is the respondent's responsibility to ensure that all addenda are acknowledged through submission of the Acknowledgement of Addendum Form.

Except as otherwise provided herein, proposals which are incomplete or which are not in conformance with the law, may be rejected as non-responsive. Timely Proposals received will be subject to applicable laws and regulations governing public disclosure. Submission of a Proposal indicates acceptance by the respondent of the conditions contained in this RFP, and the intent to enter into an Agreement with Commission.

The Savannah Airport Commission reserves and may exercise the following rights and options: (i) to reject any and all proposals, negotiate with any respondent, alter the scope of work, to extend the date for submittal responses to request additional information from any Proposer, to supplement, amend or otherwise modify the RFP prior to the closing date and time, and reissue the RFP at any time prior to execution of a final agreement if, in Commission sole opinion, and best interest to do so; (ii) to supplement, amend, substitute, or otherwise modify this RFP at any time prior to selection of one or more proposer for negotiation and (iii) to cancel this RFP with or without issuing another RFP; (iv) to reject the proposal of any proposer who, in the Commission's sole judgment, has been delinquent or unfaithful in the performance of any contract with Commission is financially or technically incapable or is otherwise not a responsible responder; (v) To reject as informal or non-responsive, any proposal which, in Commission's sole judgment, is incomplete, is not in conformity with applicable law, is conditional in any way, or deviates from the mandated requirements of the RFP and; (vi) to waive any informalities in the submission process, defect, non-responsiveness and/or deviation from this RFP that is not considered in the best interest and/or best value to Commission, at its sole judgment. Any exceptions to the specifications included in this RFP must be clearly stated in the proposal.

Organization of Submission (Must Be Included in Response)

To ensure an efficient and consistent evaluation process, all proposals must be organized according to the format outlined below. Proposals that do not adhere to this structure or that lack the required documentation may be scored lower or deemed non-responsive, which may result in disqualification. In the event of any discrepancies or conflicts within the proposal documents, the SAC reserves the sole right to determine the appropriate resolution.

Submit data as requested in the following sections: This section will be submitted in Bonfire under Table of Contents, per section (Tab A, Tab B, etc.) as noted below.

- A. **(Tab A) Cover/Letter of Interest:** Each proposal must have a Cover/Letter of Interest expressing the company's interest in being considered for this opportunity while also summarizing the company's qualifications and experience relevant to the scope of services. In addition, the letter will include the company's information including name of company (include any DBA names); headquarters and parent company locations; and brief history of the company; Company's mailing address, contact person, telephone number for primary contact person, and email address; and a principal or officer of the company authorized to execute contracts or other similar documents on the firm's behalf must sign the letter.

- B. **(Tab B) Contractor Experience and Qualifications:** Proposals will be evaluated based on the contractor's demonstrated experience and qualifications relevant to required services. Consideration will be given to the contractor's years of experience, experience performing similar work on airport, municipal, or commercial properties, qualifications of proposed personnel, and the contractor's overall ability to successfully perform the required services.
- C. **(Tab C) Technical Approach:** Proposals will be evaluated based on the contractor's understanding of the scope of work, qualifications, experience, responsiveness, and overall approach to performing the required services. Proposers shall describe their ability to provide routine and emergency fencing services, including response times, availability of personnel, materials, and equipment, and procedures for addressing damaged or compromised fencing in a safe and timely manner. Proposers should also demonstrate their ability to coordinate with airport staff and perform work in compliance with airport operational, safety, and security requirements.
- D. **(Tab D) Cost:** Proposers shall submit a detailed, itemized cost proposal covering the initial contract term of one (1) year. Pricing shall clearly identify all costs associated with the proposed services, including labor, materials, equipment, mobilization, removal, installation, disposal, and any other applicable charges necessary to perform the work described in this RFP. All pricing shall be provided in accordance with the unit pricing requirements outlined in the Scope of Services.

Vendors should clearly identify any assumptions, exclusions, or optional services included in their pricing. All submitted proposals must reflect the ability to perform work in compliance with applicable airport security, safety, and operational requirements.

Use the unit pricing established in the awarded proposal as the maximum allowable rate. Proposers must:

- include any applicable discounted pricing the contractor elects to offer; itemize all labor, materials, equipment, and mobilization costs; identify any conditions or services not covered by the base unit rates.

- E. **(Tab E) References and Past Performance:** Proposals will be evaluated based on the quality and relevance of references provided for similar projects. SAC may consider performance history, reliability, professionalism, communication, and the contractor's ability to meet schedules and safety requirements.

Required Forms (Must Be Included in Response)

The following forms must be completed in full and submitted with the proposal:

1. Proposal Certification Form. This certifies that the Respondent has certain specific capabilities, and that the proposal accurately represents those capabilities.
2. Non-Collusion Affidavit Form. This certifies that the Respondent has not colluded, conspired, or engaged in any anti-competitive behavior in connection with the preparation or submission of this proposal.
3. Acknowledgement of Addendum Form. Please sign and acknowledge all addenda (if any) associated with this RFP.
4. Reference Forms. Proposers must provide reference information for at least three (3) comparable service agreements completed within the last five (5) years. By including this list, the respondent grants permission to the Commission to contact this client list.

Each reference submission should include:
 - Service location
 - Scope of work performed
 - Completion date
 - Owner or client contact information for reference
5. Local, Small Business/Minority Business Form. Please complete the Local, Small Business/Minority Business Form of this RFP. If your company does not have either designation, please check the box noted as non-applicable. If applicable, please complete the form in its entirety.
6. Exceptions Form. Please identify in your proposal any exceptions, clarifications, or additions to the requirements contained in this RFP. Any exceptions to the Scope of Services or other RFP requirements shall be clearly noted on the designated Exceptions Form and referenced next to the applicable requirement. Failure to identify exceptions may be interpreted by the Savannah Airport Commission as acceptance of the requirements as written.

Evaluation Criteria and Award

The Savannah Airport Commission reserves the right to reject any or all responses, delete any portion of the response, accept any response deemed most advantageous, or to waive any irregularities or informalities in the response received that best serves the interests and at the sole discretion of the Commission. The Commission also reserves the right to add/delete/modify criteria or times, via an addendum, if it is in the Commission's best interest, as determined by the airport in its sole discretion.

The respondent selected for an award will not necessarily be the lowest bidder. Rather, the selection will be based upon the weighted criteria, responsiveness, and the most responsible and advantageous respondent for the Commission, as determined by the Commission in its sole discretion.

Evaluation Criteria Chart

	Criteria	Max. Points	Factor Description
1	Experience & Past Performance	30	Proposals will be evaluated based on the contractor's demonstrated experience and qualifications.
2	Technical Approach	25	Proposals will be evaluated on the contractor's understanding of the scope of services and proposed approach to performing the services.
3	Cost	20	Proposals will be evaluated on the overall cost to the Savannah Airport Commission, including clarity, completeness, and competitiveness of the pricing submitted. Pricing shall be realistic and aligned with the scope of work and contract term.
4	References	20	Proposals will be evaluated based on the quality and relevance of references provided for similar services. SAC may consider performance history, reliability, professionalism, communication, and the contractor's ability to meet schedules and safety requirements.
5	Local, Small Business/Minority Business	5	Local, small, or minority-owned businesses will receive points in this area. A non-local or non-minority designation will not disqualify a proposer from award; this factor provides an additional consideration for promoting local and diverse participation.
	All	100	

Evaluation

Upon selection of the most qualified Respondents, the Commission may require the finalists to make an oral presentation to the Evaluation Panel to further explain their proposals. If such interviews are conducted, the Commission's evaluation of the presentations will also be factored into the evaluation of the proposals. However, Respondents are advised that award may be made without interviews or further discussion. The following process will be used to evaluate the proposals:

1. Initial Evaluation

Each Proposal received will first be evaluated for responsiveness. Each Proposal received will first be evaluated for responsiveness. Each proposal will also be evaluated to ensure that all required documents are submitted to meet SAC's compliance as noted in this RFP (meets minimum requirements).

2. Evaluation Panel

The Commission will use a minimum of a three-person panel to evaluate each of the responsive proposals. The evaluation panel will evaluate the responsive proposals submitted and award points according to the Evaluation Points chart above.

PLEASE NOTE: No Respondent will be informed at any time during or after the RFP process as to the identity of any evaluation panel member. If a Respondent becomes aware of the identity of such a person(s), he/she will not make any attempt to contact or discuss with such person anything related to this RFP. The designated Contact person is the only person at Commission the Respondent's will contact pertaining to this RFP. Failure to abide by this requirement may cause such Respondent(s) to be eliminated from consideration for award.

3. Best and Final Negotiations

Contract Award Procedure:

By completing, executing, and submitting the Respondent Certification, attached hereto, and incorporated by this reference, the "Respondent is thereby agreeing to abide by all terms and conditions pertaining to this RFP as issued by Commission.

If a Respondent is selected, Respondents will receive by e-mail a Notice of Results of Evaluation after a notice of award is issued. Such notice will inform the Respondents which Respondent has been selected to proceed with exclusive negotiations.

The Commission will evaluate the Respondents based on the above criteria and will select the most advantageous and best value to Commission. The chosen Respondent is recommended to enter into an agreement for the completion of services.

The Commission reserves the right to conduct a "Best and Final" negotiation at its sole discretion.

/////////////////////////////////NOTHING FOLLOWS////////////////////////////////