



AirWaves

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IPAA *AirWaves*

5800 Fleur Drive, Suite 201
Des Moines, IA 50321-2854
www.iowaairports.org

AirWaves is published as an informational tool for all public airports in the State of Iowa.

It is directed to all airport decision makers including airport management, state/local government leaders and airport businesses.

We welcome your comments, thoughts and suggestions on how we may serve you better.

Please direct all correspondence to:

Karen Connell , President (IIB)
Bob Boleyn ,Vice President (DBQ)
Mike Salamone, Sec./Treas. (DSM)
William Flannery, Past President (DSM)

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A Letter From The President

BY KAREN CONNELL (INDEPENDENCE)

Following in the footsteps of past Presidents Bob Ohrlund and Bill Flannery has proved to be a challenge. I was fortunate to be able to serve with both on the Board of Directors and watch as they did an outstanding job defending both commercial and general aviation airports during their terms in office.

I am pleased to report that in the past year, IPAA continues to progress and achieve still more.

IPAA led the rebirth of the Iowa Airport Conference. Last April, we also co-sponsored the National Air Service Conference in Des Moines. IPAA's legislative endeavors have been a key success in the past year. With assistance and counsel of our Legislative Advisor, Jim Obradovich, IPAA

mobilized airports throughout Iowa and rallied support for our threatened interests. Last March, Airports Day at the Capitol was a grand success with a record turnout of airport and city representatives. Legislators visited airport displays and discussed airport issues. This was a critical time for airports. Legislators were working out the state's budget problems. Our visits and dialog helped many understand our concerns. IPAA has been engaged in other aviation issues. As President, I represent IPAA on the Iowa DOT's Aviation Advisory Council and participate as a member of the AIR-21 planning group. These groups have formulated recommendations to Congress on AIR-21 calling for additional security requirements for commercial and general aviation airports and a funding source for implementation.

As IPAA moves ahead, we must be vigilant. The issues airports face today are challenging and new issues develop every day. We won't slow down and we're not done yet. Aviation insurance, airport security, and state funding will be around for IPAA's next President. The Iowa Public Airports Association, in partnership with the Iowa DOT Office of Aviation can achieve successful results. Let's continue together for the betterment of Iowa's airports. ✈



AWOS Funding

Each Automated Weather Observing System (AWOS), except for Harlan, is owned by the Iowa Department of Transportation (DOT) and was purchased with a Federal Aviation Administration (FAA) 90/10 match grant. The FAA paid for 90 percent of the costs while the Iowa DOT paid for the remaining 10 percent. Harlan's AWOS was purchased from a line item appropriation during one of the state legislative sessions a few years ago.

As an FAA grant recipient, the Iowa DOT is required to comply with any assurances imposed with the grant. One such assurance was the agreement to have the AWOS maintained and certified to FAA standards and to have the AWOS data broadcasted to the North American Data Interchange Network (NADIN) and the National Weather Message Switching Center (WMSCR). Accordingly, the Iowa

DOT arranged to have an FAA technician certify each AWOS annually. And every 20 minutes, the AWOS data is translated to a national METAR language format and then transferred to NADIN and WMSCR to be disseminated throughout the nation.

Besides airports, pilots, flight schools and aircraft owners many others have meaningful uses for this information. Schools, emergency medical services, contractors and many others in each of these communities use this information every day. A failure to comply with these requirements at any airport location would shut down AWOS at that airport and could seriously hamper or halt all operation at the airport and deprive countless others of this important information.

During the May 28, 2002, Special Session of the state legislature, legislators decided to eliminate the general fund appropriation for

aviation. Included in this appropriation were the funds necessary to maintain Iowa's AWOS program. Unfortunately, without this funding, the Iowa Department of Transportation (DOT) would not be able to maintain the state AWOS network.

Fortunately for everyone, the Iowa DOT found another way to fund these programs for the 2003 fiscal year. Unfortunately, the immediate solution is only available for the 2003 fiscal year. It is imperative to educate our legislators so this funding can be restored. 



Selecting Consultants

*David Peshkin, P.E.
Applied Pavement Technology, Inc.*

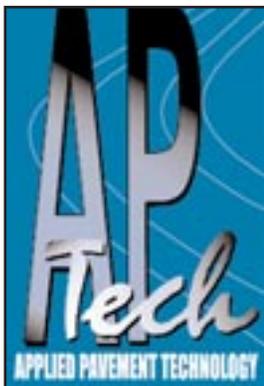
Selecting a consultant for an airport job can be a very straightforward process, although it doesn't always seem to end up that way. As a pavement consulting firm that's been involved in a fair number of aviation jobs, the range of consultant selection

practices that we've seen is probably fairly representative of what's out there. Here are a few thoughts about the overall process.

Once the need for a project is identified and the project has been approved internally, there are three basic steps that guide all selection processes. The first is putting together your Request for Proposals (RFP) or Request for Qualifications

(RFQ). This document describes the scope of the project and its objectives; it should also provide other critical information, such as the anticipated schedule of the selection process and any selection criteria that will be used to rank the responses. Sometimes only an RFQ is distributed. This results in Statements of Qualifications (SOQs) being submitted. SOQs concentrate on the

We wish to thank the following companies for supporting our efforts to publish this newsletter.



David G. Peshkin, P.E.
Vice President

3010 Woodcreek Drive, Suite J
Downers Grove, IL 60515-5415

Tel: 630.434.9210
Fax: 630.434.9213
email: DG@Peshkin@msn.com

www.pavementsolutions.com



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jlsearle@snyder-associates.com

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respondent's qualifications and experience. The RFQ often leads to an RFP that is distributed to a short-list of consultants selected from the SOQs. Proposals are more detailed than SOQs and contain the respondent's actual proposed approach to completing the project along with anticipated schedule and a discussion of management and organizational issues related to the project. In some situations, the RFQ step is skipped and only an RFP is issued. Whether you issue an RFQ, and RFP, or both, the desired goal is to obtain a number of proposals from different consultants that describe their team and their approach to completing the work.

The content of the RFP or RFQ will play a large role in determining who decides to respond. Where and how the job is advertised will also greatly impact the number of responses received. Similarly, allowing one or two weeks for a response is likely to generate far less interest than allowing three or four weeks. To protect the investment of public money, it is mandatory that the selection process solicit responses from a full range of qualified companies. Limiting the responses, such as to only Iowa companies, can result in the elimination from consideration of a firm that could provide you with the best services on a particular project.

The next step in the selection process is evaluating the responses. In addition to any local rules governing procurement, there are

Federal standards for procuring consulting services when Federal funds are involved. In short, Federal law requires that consultants be selected on a competitive basis. FAA Advisory Circular 150/5100-14C states that "consultants should be engaged on the basis of their qualifications and experience, with fees determined through negotiations. In fact, the request for fees or costs during the selection process is considered by FAA to be contrary to Federal law, even if requested in a separate sealed envelope." This approach to consultant selection is often termed "qualifications based selection," (QBS) since the removal of costs from the selection process is meant to focus the selection process on relevant previous experience and the qualifications of the firm's or team's proposed personnel.

From most consultants' viewpoint, QBS is the best approach to competing for work. When you evaluate us, depending on the type of project involved, assess the following:

- What are the backgrounds and experiences of the principals and key staff proposed for this project?
- What level of effort is proposed for the principals and key staff?
- What types of clients has the firm worked for in the past?
- What is the team's record of successful projects?



On the last two points, one of the best ways to learn about the chances of the proposed team doing a good job for you is to ask for, and then talk to, references.

If the proper groundwork is in place, the third and final step, actually selecting a consultant, should then be pretty easy. An interview is often a part of the process, and is a good way to get an idea of the teams' abilities to think on their feet. Finally, the proposals are evaluated against the selection criteria and negotiations are entered into with the top-ranked team. It is only now that a discussion of the appropriate fees for the work should be held. If it is not possible to negotiate an agreement with the top-ranked consultant, discussions begin with the second-highest ranked team.

That's the selection process in a nutshell. A clear scope of the project, a realistic schedule, and meaningful evaluation criteria are your best route to finding a qualified consultant. That's true whether it's a local firm, a regional firm, or a national firm. *✍️*

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2002 Iowa Aviation Conference

October 8th & 9th • Ames, Iowa
The Hotel at Gateway Center

This year at the Iowa Aviation Conference look for nationally recognized speakers, exhibitors, special celebrity guests, and several of our state legislators. We have invited a NASCAR driver, U.N.I. Panthers' head basketball coach and syndicated newspaper columnists to share their perspectives on the value of aviation in Iowa. One of Iowa's renowned aviation artists and the national aviation art contest winner will have his work

on display as well. *Registration materials will be mailed in early September. Check out conference details on the web at: <http://conference.iowaairports.org>.* Rooms are being held at the Hotel at Gateway Center. To make hotel reservations, call 515-292-8600 or 800-367-2637. All attendees will receive a special conference rate of \$89 single/double occupancy. Reservations must be made by September 16, 2002 in order to guarantee this rate.

Brought to you by the Iowa Public Airports Association in partnership with the Iowa DOT Office of Aviation.

Exhibitor opportunities available...check out conference details on the web at:
<http://conference.iowaairports.org>.

Mark your calendars now!



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IPAA AirWaves
5800 Fleur Drive, Suite 201
Des Moines, IA 50321-2854