

Griffiss International Airport



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Request for Proposals No. 2026-458

Professional Services for the Oneida County FAA-Designated Unmanned Aircraft System (“UAS”) Test Site and SkyDome

County of Oneida
Griffiss International Airport

RESPONSE TO QUESTIONS

10/9/2026

QUESTION: Could you confirm whether an eligible prime contractor may use qualified specialist subcontractors for portions of the scope while retaining full contractual responsibility, compliance and project management?

ANSWER: Yes. A proposer should identify those portions it intends to subcontract, and to whom, providing relevant personnel qualifications of the proposed subcontractor.

QUESTION: What is the level of current annual capital and operations expenditures budgeted to support the test site and SkyDome?

ANSWER: The adopted Oneida County Budget for calendar year 2026 provides for a total of \$712,500.00 for various operational expenses to cover both the NYUASTS and SkyDome. The adopted Oneida County Budget for calendar year 2026 did not provide for any capital expenditures for the NYUASTS or SkyDome.

QUESTION: Please provide a list of activities conducted by or on behalf of the Owner at the test site or SkyDome over the last 3 years including customers, scope of services, and contract value.

ANSWER:

Customer	Scope of Services	Contract Value
Air Force Research Lab – Information Directorate – Quantum Lab	Various tailored testing services	\$ 30,599.12
Air Upstate	Various tailored testing services	\$ 60,812.00
FAA BAA 05 - Sage Tech	Various tailored testing services	\$ 394,777.31
University of Buffalo	Various tailored testing services	\$ 32,589.04
General Dynamics	Various tailored testing services	\$ 90,063.91
Sentry Operations	Various tailored testing services	\$ 16,600.00
Lighthouse Avionics	Various tailored testing services	\$ 36,072.10
Paisley - Intellisense	Various tailored testing services	\$ 6,900.00

ResilienX	Various tailored testing services	\$ 6,200.00
CNA Corp	Various tailored testing services	\$ 10,800.00
AX Enterprize - CLUE	Various tailored testing services	\$ 4,500.00
Griffiss Institute - Drone Camp	Various tailored testing services	\$ 1,480.00
FireStorm	Various tailored testing services	\$ 23,000.00
Liquid Piston	Various tailored testing services	\$ 7,120.00
NLRSpace Dynamics Lab	Various tailored testing services	\$ 5,992.50
Kitware	Various tailored testing services	\$ 32,340.00
Sensing Strategies, Inc.	Various tailored testing services	\$ 8,000.00
Lockheed Martin	Various tailored testing services	\$ 18,277.74
DHS-UND Amentum	Various tailored testing services	\$ 27,420.00
NAVMAR - GTRI	Various tailored testing services	\$ 20,360.00
GMU-MATI	Various tailored testing services	\$ 38,121.00
Valinor Enterprises	Various tailored testing services	\$ 23,850.00
GE Aerospace	Various tailored testing services	\$ 7,500.00
Red Cat	Various tailored testing services	\$ 21,430.00
NAVMAR - PNNL	Various tailored testing services	\$ 11,500.00

QUESTION: Please provide a list of all existing customer contracts, agreements, grants, or other commitments involving NYUASTS or SkyDome that are expected to remain in effect after January 1, 2027.

ANSWER: NAVMAR- PNNL, Air Force Research Lab – Information Directorate – Quantum Lab, Air Upstate

QUESTION: Please provide the forecast contracted backlog on January 1, 2027 and customer revenue forecast for the test site and SkyDome for calendar year 2027.

ANSWER: There is no contracted backlog forecasted for 2027, and as such no revenue forecast. 2027 revenue will be heavily dependent upon the awarded contract(s).

QUESTION: What are the maintenance costs for the past 3 years for equipment and software owned by Oneida County as part of the test site and SkyDome? Please provide an itemized list of all significant maintenance costs over this period for each piece of equipment and software supported by the owner or their representatives.

ANSWER:

DATE	VENDOR	DESCRIPTION	COST
9/27/2024	SRCtec	LStar radar repair/assessment	\$20,000.00
10/26/2024	SRCtec	Replacement pan positioner	\$78,000.00
1/28/2025	SRCtec	LStar repair	\$79,869.13
11/17/2025	SAAB	Health check on faulted SR-3	\$3,772.00
3/10/2026	SAAB	Western – Radar site hosting fee	\$12,006.00
11/18/2026	SAAB	Repairs to faulted SR-3	\$5,195.00
12/29/2026	SAAB	Initiate Eval. Act. Of RU's 02 & 06	\$4,088.00

QUESTION: What is the amount of cost (labor hours, travel cost, outsource cost, web costs for site hosting and data storage, etc.) to support marketing activities listed in 3E and 3F of the test site and SkyDrone including trade show support, FAA meetings, lead generation and tracking, digital presence, partnership development, marketing collateral, etc.

ANSWER: The adopted Oneida County Budget for calendar year 2026 provides for a total of \$166,250.00 for various marketing activities to cover both the NYUASTS and SkyDome.

QUESTION: In Section 1, Project Background states” The **Owner may award each Scope separately, a combination of Scopes or to a single successful Proposer, or all Scopes to a single successful Proposer** (each, a “Contractor”).” How will the County allocate responsibility for efficient and effective customer support when operational management and technical services, which are highly correlated and interdependent, are awarded to separate contractors?

ANSWER: Per the Request for Proposals, in the event that Scope(s) are awarded to separate Contractors, each Contractor is expected to fully cooperate with each other and the Owner as necessary. The details regarding roles and responsibilities may be part of a contract negotiation with the selected Proposer(s).

QUESTION: In Section 1, Project Background states” The **Owner may award each Scope separately, a combination of Scopes or to a single successful Proposer, or all Scopes to a single successful Proposer** (each, a “Contractor”).” If Scopes A through F are all awarded to separate Contractors, how will the performance standards described in Section 4 be attributed and evaluated given the scopes are inter-related and the performance of one contractor could directly affect the performance of another contractor. For example, if Scope A (NYUASTS management) and Scope C (NYUASTS marketing) were awarded to two separate contractors, and the Scope C contractor poorly advertises NYUASTS, the Scope A contractor may be at a disadvantage in meeting its own performance standards pertaining to quantity of customer tests.

ANSWER: Per the Request for Proposals, the performance standards will be established jointly between the successful Proposer(s) and the Owner, as part of a contract negotiation with the selected Proposer(s).

QUESTION: Section 3.B.5, Skydome Customer and Visitor Management, states "The Owner shall retain authority over customer agreements, pricing, commercial terms, and strategic relationships unless otherwise specifically delegated." Will the SkyDome contractor be included in the customer discussions so that the required technical and safety support is included in the pricing?

ANSWER: Roles, responsibilities, and operating procedures between the Owner and the successful Proposer, including potential delegation of certain authorities, will be part of a contract negotiation with the selected Proposer(s).

QUESTION: Section 3.B.5, Skydome Customer and Visitor Management, states "The Owner shall retain authority over customer agreements, pricing, commercial terms, and strategic relationships unless otherwise specifically delegated." Does pricing include the Contractor pricing to customers for services provided by the Contractor?

ANSWER: Per the Request for Proposals, the financial proposal of the Proposer should include, where applicable, proposed user fees and proposed revenue-sharing.

QUESTION: Section 3.A.6, NYUASTS Customer and Visitor Management, does not contain the same clause as Section 3.B.5. Will the Owner allow the Contractor to manage NYUASTS customer agreements, pricing, commercial terms, and strategic relationships?

ANSWER: Per Section 6 of the Request for Proposals, the Owner shall retain sole authority over customer contracts unless delegated, pricing and commercial terms when applicable, and strategic partnerships.

QUESTION: Section 3.D.3, SkyDome Radio Frequency ("RF") Spectrum Management, contemplates a list of responsibilities pertaining to RF emissions within SkyDome. There is no corresponding Spectrum Management role within Scope C, Provide Technical Services for the NYUASTS. Will the Owner hold responsibility for spectrum management responsibilities pertaining to NYUASTS?

ANSWER: Proposers on Scope D should include RF Spectrum Management, as applicable, taking into account the systems listed in Attachment D.

QUESTION: Section 3.D.3, SkyDome Radio Frequency ("RF") Spectrum Management, contemplates a list of responsibilities pertaining to RF emissions within SkyDome. Attachment D lists several systems that emit RF on licensed frequency bands, including the Saab ASDE-X Multilateration System, the Saab SR-3 surface movement radar, the SRC LSTAR radar, and SRC R1400 radars. Will the Owner hold responsibility for ensuring these systems are properly licensed with the appropriate regulatory agencies, and operate them in accordance with any regulator-imposed restrictions?

ANSWER: All such systems shall be licensed in the name of the Owner. The Owner and the successful Proposer(s) may define roles and responsibilities regarding submission management, engineering studies, and other administrative duties relative to regulatory licensing as part of a contract negotiation with the selected Proposer(s). Roles and responsibilities relative to proper operation, as well as terms concerning indemnification for negligent operation may be part of a contract negotiation with the selected Proposer(s).

QUESTION: Section 4 Performance Standards states that annual targets of performance and reporting will be established. Will the County provide all proposers with historical facility utilization, operating costs, customer activity, revenue, and maintenance information to support baseline metrics?

ANSWER: This section refers to performance standards that will be established jointly between the Owner and the successful Proposer(s). The Owner will provide appropriate items to the successful Proposer(s),

as determined between those parties, to enable those parties to jointly establish performance standards.

QUESTION: Section 4 Performance Standards, suggests that Contractors may be evaluated based on "Federal and commercial contracts secured." Does the Owner intend for the Contractor to find contract opportunities with which the Owner will engage? Or does the Owner intend for the Contractor to secure its own contracts with Federal and commercial entities in connection with NYUASTS and/or SkyDome?

ANSWER: Per Section 3E and 3F of the Request for Proposals, the responsibilities of the successful Proposer(s) will include, where applicable, among other things, lead generation; customer acquisition, Targeted outreach to UAS manufacturers, commercial UAS operators, Contractors, defense contractors, government agencies, public safety organizations, infrastructure companies, technology developers, logistics companies, universities, and research organizations; strategic aerospace partnerships; and strategic industry partnerships. Per Section 6 of the Request for Proposals, the Owner shall retain sole authority over customer contracts unless delegated, pricing and commercial terms when applicable, and strategic partnerships.

QUESTION: Section 4 Performance Standards, suggests that Contractors may be evaluated based on "Federal and commercial contracts secured." What is the definition of a "unique customer"?

ANSWER: A single, distinct individual or business entity who makes a transaction or interacts with the NYUASTS or SkyDome, as applicable, during the contract term, counted only once no matter how many times they transact or interact with the NYUASTS or SkyDome, as applicable.

QUESTION: Section 6. OWNER CONTROL – states “The Owner shall retain sole authority over: intellectual property, customer contracts and strategic partnerships. Can you define what constitutes intellectual property that the Owner shall retain sole authority over? Is this more than IP that the Owner has specifically funded the development of?

ANSWER: The Owner shall retain sole authority to negotiate with any user of the NYUASTS and/or SkyDome regarding Intellectual Property ownership and rights.

QUESTION: Section 6. OWNER CONTROL – states “The Owner shall retain sole authority over: intellectual property, customer contracts and strategic partnerships. Can you provide more details on what is meant by the Owner will have sole authority of

customer strategic partnerships and contracts? Does this imply the Contractor cannot enter into a contract or strategic partnership with NYUASTS or SkyDome customer?

ANSWER: Only the Owner has the legal right to negotiate, approve, sign, or finalize agreements with NYUASTS and/or SkyDome customers. The Contractor cannot independently enter into a contract or strategic partnership with NYUASTS and/or SkyDome customers that require or involve use of the NYUASTS and/or SkyDome in order to execute the contract.