

**REI 2026-446 - “The Runway”
Building 101 Redevelopment Project**

Questions & Answers

Q1: Request for Appendices A-C that are mentioned in the REI

A: Interested parties are directed to view posting on BidNet Direct (bidnetdirect.com/new-york/oneida-county) and Oneida County (oneidacountyny.gov>departments>purchasing>rfps)

Q2: Request for all documents associated with REI #2026-446

A: Interested parties are directed to view posting on BidNet Direct (bidnetdirect.com/new-york/oneida-county) and Oneida County (oneidacountyny.gov>departments>purchasing>rfps)

Q3: Is there an opportunity to tour the space in advance of preparing our expression of interest?

A: A sight visit will be scheduled to allow all interested parties to tour the proposed site. Once finalized, an addendum will be added to the publicly available information on the Oneida County and BidNet Direct websites

Q4: In Section 4 of the expression of interest information document it mentions up to six (6) outdoor fields. Has a sketch plan or a location been determined for these facilities?

A: A conceptual draft is available on the Oneida County and BidNet Direct websites. It does not include a drawing of the outdoor fields. However, adjacent to the center, outdoor space is available for up to 6 fields. Respondents should include proposed suggestions on how to best utilize this space

Q5: Is there a distribution list or registration process we should sign up for to receive all relevant project information, including available drawings, plans, reports, and any additional materials that would support our evaluation of the existing conditions?

A: Interested parties can view and access essential details for this opportunity on the Oneida County and BidNet Direct websites utilizing the addresses listed below. Each site will provide you with registration information.

Oneida County: oneidacountyny.gov>departments>purchasing>rfps

BidNet Direct: bidnetdirect.com/new-york/oneida-county

Q6: Is there a scheduled date and time available for a site visit?

A: A site visit is planned for early March. The addendum outlining details for the site visit is expected to be posted to the websites within the next few days. The timing of the site visit will provide attendees adequate time to modify their EOI response prior to the April 9, 2026, submission deadline. Continue to monitor the County and BidNet websites for any updates.

Q7: Site survey and geotechnical report: Confirm availability and any existing conditions or constraints relevant to development.

A: There is no report. Current restrictions pertain to FAA and DOD release

Q8: Metes and bounds report: Verify whether a current metes and bounds description is available and can be provided.

A: No

Q9: Use of U.S. Air Force property: Clarify permissible utilization, access rights, and any restrictions related to U.S. Air Force–controlled space (Area 9 in Appendix A).

A: There will be no use of US Air Force Space

Q10: Program requirements clarification: Confirm whether inclusion of the proposed sports and field spaces is required as part of the submission, and whether incorporating these elements would strengthen or improve the competitiveness of our proposal. Does the County have affordable housing targets or objectives that may also strengthen the proposal.

A: Yes, it is required, it is intended to be a sports facility. Housing targets are available in the Oneida County Housing Market Inventory and Analysis Plan available on the Oneida County Website

Follow-up question: Does the county require the inclusion of the sports listed in Appendix A, or if are those sports provided solely for reference purposes.

A: The goal is to have a sports facility. We are open to any interpretation of how that comes to fruition.

Q11: To support any proposed technology centers, AI applications and IT programming, what is the maximum power availability allocated to the site by the local utility (not including any planned renewable projects proposed in support of the program by the respondent)? Will this service be included in the mechanical, electrical, plumbing & IT/digital infrastructure rooms referenced? If so, can these specifications and designs be shared with the respondent?

A: The Runway is envisioned as a Tournament Sports Facility; there will be no Technology Centers. However, there is adequate power for site expansion

Q12: Does the subject site have any long-haul fiber routes crossing the site? If so, are there easements to accommodate for this service and any surveys to identify the access points and locations of the runs (and drops, if extended to existing structures)?

A: **No**

Q13: Confirm whether the subject site is currently served by a municipal (city/county) water system or by on-site wells. If municipal water is available, please provide information on existing and available capacity, known constraints, and the size, location, and proximity of existing water mains serving or adjacent to the site. Please also clarify whether any extensions or upgrades would be required to support the proposed program.

A: **Municipal water is available, upgrades would not appear to be necessary at this time**

Q14: Confirm whether the site is served by a municipal sanitary sewer system or an on-site wastewater treatment facility. If applicable, please provide details on the existing wastewater treatment plant's capacity, current utilization, and any limitations relevant to expanded development, as well as the location, size, and condition of associated sanitary sewer mains, force mains, pump stations, and whether upgrades or off-site improvements would be anticipated.

A: **Municipal Sewer is available and upgrades would not appear to be necessary at this time**

Q15: Site Control, Ownership & Entitlements: Who retains fee ownership of Building 101 and surrounding acreage post-development?

A: **Oneida County**

Q16: Is the County willing to consider:

- **Fee simple disposition - No**
- **Ground lease - Yes**
- **Long-term leasehold interest - Yes**

Q17: If lease, what is the term range the County would entertain (50 / 75 years +)?

A: **All options available**

Q18: Are there use restrictions tied to Griffiss Business & Technology Park that would limit: -

A: **There are no restrictions to the items listed below**

- **Hospitality**
- **Alcohol sales**
- **Entertainment uses**

Q19: What zoning approvals, variances, or special permits are already in place vs. developer-responsibility?

A: All would be either Oneida County or Developer responsible when applicable

Q20: Are there historic preservation, FAA, or DoD legacy constraints on the structure or site?

A: Yes

Q21: Building Condition & Base-Building Scope: What is the current structural, envelope, roof, and slab condition of Building 101?

A: All are in good condition

Q22: What base-building systems are already in place vs. excluded?

A: All below are currently present

- HVAC capacity
- Electrical service size
- Fire protection
- Utilities to site

Q23: Has a full facility condition assessment been completed, and can it be shared? Is there a Facility Condition Assessment (FCA) available?

A: No

Q24: Are there known environmental issues (lead, asbestos, PFAS, remediation history)? Is there a Phase I or Phase II Environmental Site Assessment ESA available ?

A: No and all phases would need to be completed, and some remediation would be likely

Q25: Are there SEQR reports available?

A: No

Q26: What elements of the \$43.1M interior estimate are County-funded vs. developer-funded?

A: All options available

Q27: Infrastructure & Off-Site Improvements: Who is responsible for:

A: All options available

- Road improvements
- Traffic signals
- Utility upsizing
- Stormwater systems

Q28: Is there sufficient power capacity for large tournaments, esports, broadcast, etc.?

A: **Yes**

Q29: Has a traffic impact study been completed?

A: **No**

Q30: Are there known parking ratios or caps, and is structured parking anticipated or required?

A: **All options available, there is an abundance of onsite parking**

Q31: Financial Participation & Public Incentives: What level of public financial participation is contemplated, if any?

A: **All options may be available and have yet to be determined and would be project/proposal dependent**

- **Capital contribution**
- **Infrastructure grants**
- **Tax abatements (PILOT)**
- **Sales tax exemptions?**

Q32: Has the County secured or identified:

A: **No to all listed below**

- **State grants**
- **NYSERDA incentives**
- **Tourism or ESD funding**

Q33: Is the County open to revenue-sharing, minimum rent, or hybrid participation models?

A: **Yes**

Q34: Will the County provide credit support, guarantees, or backstopping of operating deficits?

A: **Possibly**

Q35: Operating Risk & Revenue Model: The RFEI pushes operations but avoids risk allocation. Who bears operating losses during ramp-up years?

A: **Based on submissions and open to discussion**

Q36: Is the County willing to:

- **Provide minimum revenue guarantees - Possibly**
- **Backstop tournament bookings - No**

- Q37: What historical performance data exists from:**
- **NEXUS Center** - A market analysis and Economic Impact study is ongoing as it pertains to The Runway Facility
 - **Comparable regional facilities** - A market analysis and Economic Impact study is ongoing as it pertains to The Runway Facility
- Q38: Will the County reserve programming priority for community use, and at what cost?**
- A: The County will be looking for an operator who will make those decisions
- Q39: Are there expectations around pricing caps for youth or local users?**
- A: The County will be looking for an operator who will make those decisions
- Q40: Hospitality & Ancillary Development: Are hospitality uses within Building 101, on adjacent parcels, or both allowed?**
- A: Yes
- Q41: Assume hospitality components can be phased separately from the sports facility and will be grandfathered if done in phases down the road?**
- A: Yes
- Q42: Are there hotel feasibility or demand studies available?**
- A: Oneida County Tourism may be a resource in this regard. The County does not have those studies
- Q43: Is alcohol service allowed throughout the campus, including outdoor fields or is it controlled / zoned?**
- A: The goal would be for that to be allowed
- Q44: Will hospitality parcels be:**
- A: All options are on the table
- Separately leased/sold
 - Bundled into a single master development
- Q45: Phasing, Schedule & Delivery: Is the County open to phased delivery (e.g., indoor first, outdoor later)?**
- A: All options are available
- Q46: Are there must-hit dates tied to political, funding, or tourism milestones?**
- A: No
- Q47: Who controls design approvals and what is the approval timeline?**
- A: Oneida County

Q48: Is there an expectation for design-build vs. CM-at-risk vs. GMP delivery?

A: **To Be Determined**

Q49: Governance, Control & Decision-Making: Who has final authority over: -

A: **Options of governance are still being determined and all options for revenue generators are possible while reporting requirements are yet to be determined.**

- **Programming mix**
- **Event scheduling?**
- **Sponsorships and naming rights**

Q50: Will there be a joint governance board, and if so, how is control allocated?

A: **Options of governance are still being determined and all options for revenue generators are possible while reporting requirements are yet to be determined.**

Q51: Are naming rights available, and who controls monetization?

A: **Options of governance are still being determined and all options for revenue generators are possible while reporting requirements are yet to be determined.**

Q52: What reporting requirements to the County are expected?

A: **Options of governance are still being determined and all options for revenue generators are possible while reporting requirements are yet to be determined.**

Q53: RFEI > RFP Process

How many respondents does the County expect to shortlist?

A: **No shortlist will be created from responses to this REI**

Q54: Will shortlisted teams receive:

- **Additional technical data – N/A**
- **Site access – N/A**
- **One-on-one meetings – N/A**

Q55: What elements of the RFEI will carry forward and be binding in a future RFP?

A: **To Be Determined**

Q56: What is the anticipated timeline from RFEI > RFP > award?

A: **To Be Determined**

Q57: Exit, Transfer & Flexibility: Are leasehold or ownership interests transferable or financeable? - All options are available

- **Can the operator be replaced without County re-procurement?**
- **What happens if the facility underperforms materially?**
- **Are there reversion rights or performance thresholds?**