



City of Laredo International Airport

Request for Proposals (RFP) FY25-079

Aeronautical Development Site

Due: 5:00 PM (CST) - October 10, 2025



October 10, 2025

Mr. Gilberto Sanchez
City of Laredo - Airport Director
1110 Houston St.
Laredo, Texas 78040

RE: Request for Proposals Airport Development Parcel - RFP FY25-079
City of Laredo International Airport

Dear Mr. Sanchez,

SKG Aviation Services LLC, a division of SK Group, is enthused for this opportunity to advance the development initiatives of the City of Laredo Airport as a private partner. In response to the Airport Aeronautical Development RFP, we assembled an exemplary team of financial, design, and engineering consultants. SKG's experience, capacity, and successful record of commercial construction and airport operational management as a Fixed-Base Airport Operator (FBO) provides a depth of practical knowledge to guide and implement this development.

OUR BUSINESS PLAN EXPANDS OUR STRATEGIC INTEREST to design, build and operate a successful FBO facility. The airport grounds will be beautified with a modern and functional design that will increase revenue and enhance the economic value of adjacent properties. Our proposed offer is based on a financially sound \$12 million construction investment through a 20-year term lease for both parcels with mutually agreeable renewal options.

OUR DEVELOPMENT CONCEPT FOR DESIGN AND CONSTRUCTION will provide a terminal with hangars for personal and corporate charter service and air freight cargo service including: fueling service; maintenance and repair services; air freight cargo storage and handling; and flight and passenger amenities with short and long-term hangar and vehicular parking. The functional design concept embraces a contemporary aesthetic that showcases the air freight hangar via a public viewable glass wall to avoid the close industrial look of typical airport commercial buildings.

OUR RECORD OF SUCCESSFUL DESIGN AND CONSTRUCTION PROJECTS in combination with operational experience sets us apart from other design/build offerors. SKG is the most experienced commercial developer and construction company in Laredo and the International Zone, having built more than 1,000,000 square feet of commercial and long-span structures in Laredo. Our design and engineering consultants are local professionals, recognized for their respect of Laredo's cultural landscape and seasoned approach to local conditions, codes and permitting.

In summary, SKG OFFERS A COMPLETE DEVELOPER, DESIGN, CONSTRUCTION and OPERATIONS TEAM whose skills and experience are unsurpassed and is dedicated to the success of this project for the City of Laredo Airport and community.

Respectfully,

A handwritten signature in black ink, appearing to read 'Shahram A. Khaledi'.

Shahram A Khaledi
CEO

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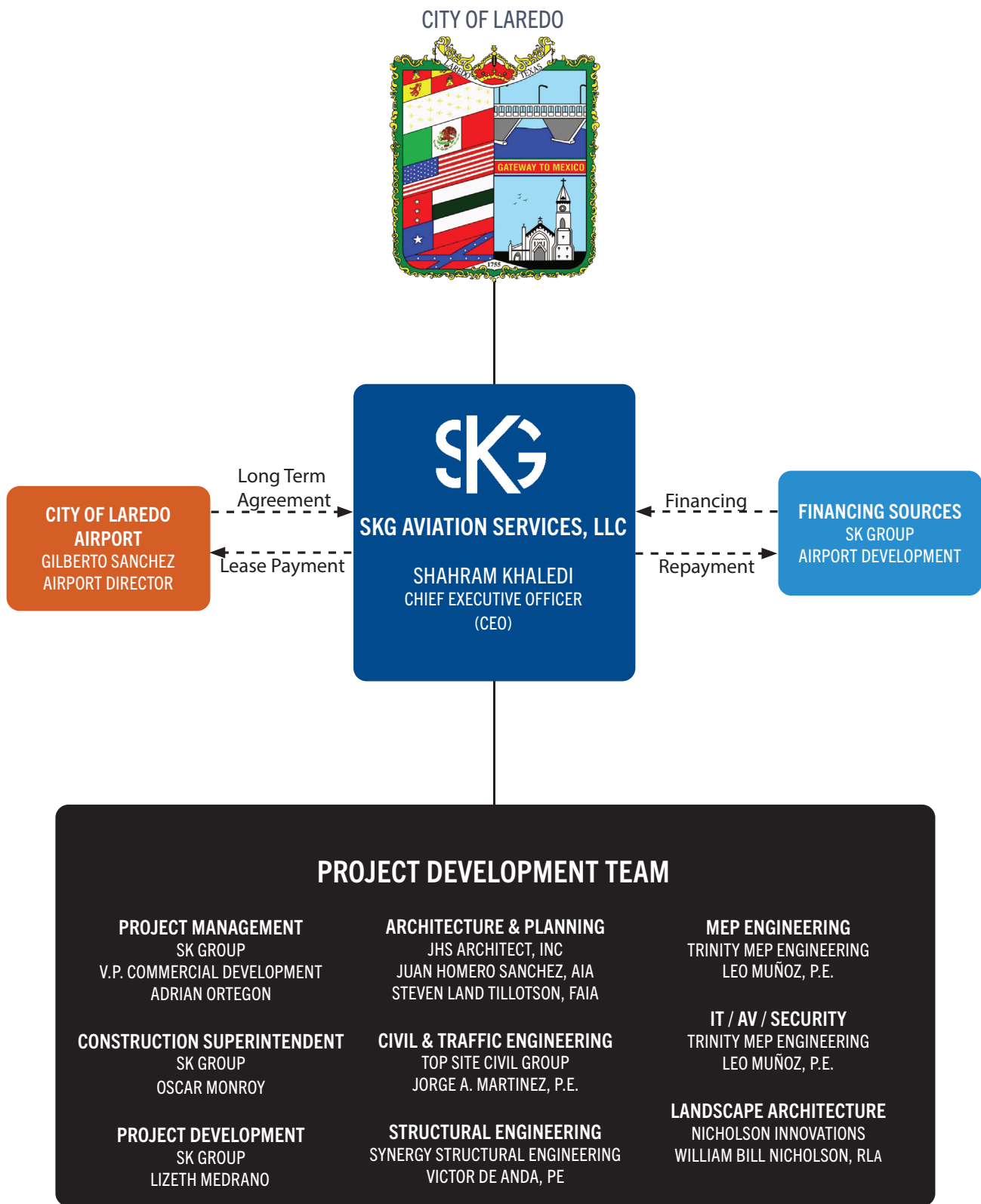
Tab 3 – Contract Disclosure Forms

11.0 Required Forms

A large commercial airplane, likely a Boeing 747, is shown from a front-on perspective inside a massive hangar. The aircraft is white with a blue and red stripe along the fuselage. It is positioned on a yellow support stand. The hangar has a high ceiling with a complex steel truss system and large windows with colorful, translucent panels in shades of blue, yellow, and red. A yellow maintenance platform is visible to the right of the aircraft. The floor is a smooth, light-colored concrete.

Tab 1. Company Personnel Experience and Capacity

ORGANIZATIONAL CHART



2.0 COMPANY PROFILE

In 2021, Mr. Shahram Khaledi founded the SK Group. A diversified business group with over 30 years of experience in commercial ventures which include retail, eCommerce, distribution, dealerships, transportation, and Airport FBO.

As a contributor to Laredo's growth, SK Group operates a successful construction company- SKG Homes. SKG Homes specializes in residential and commercial development located in Laredo, Texas along with properties retained in other U.S. markets.

In addition to the development and construction side of the business, SK Group has a rental portfolio of long-term holdings that include industrial warehousing, commercial properties, and multi-family communities. SKG operates and manages over 100,000 square feet of distribution centers and retail stores between Texas and Florida.

Additional Financial Disclosures upon request only and not for public use.



3.0 SIMILAR PROJECTS & DEVELOPMENTS

The SK Group is a diverse group of companies with a portfolio that reaches various markets both domestic and international. Our 30+ years of experience in commercial ventures include retail business, Duty Free Retail Operations in both land and airports, Airport FBO, currency exchange, dealership, trucking, and electronic distribution portfolio. Located in Texas and Florida, The SK Group retains a successful construction company specializing in residential and commercial development located in Laredo, Texas along with properties retained the U.S. markets. Here are some significant commercial developments within our portfolio:

- Khaledi Industrial Park Development features 10 industrial warehouses. All warehouses at Khaledi Industrial Park offer a prime setting for logistics, manufacturing or distribution operations with ample space, high functionality, and large trailer yard. All warehouses at Khaledi Industrial Park are tilt up concrete buildings ranging from 52,374 SF – 424,324 SF equipped with top-of-the-line finishes such as TPO roofing and ESFR Sprinkler System. Built in 2023. This park in Laredo, Texas has direct access to IH-35 and is 2.9 miles from World Trade Bridge.
- Hachar Phase IV Development in Laredo, Texas at mile 13, features a 240-acre land development with IH35 frontage access. Warehouses are built to suite ranging from 98,250 sf to 315,000 sq ft. equipped with top-of-the-line finishes such as TPO roofing and ESFR Sprinkler System.
- Featuring the largest warehouse in Laredo, Texas, located at 1017 Northway Lane, features a 509,600 sq ft warehouse with IH-35 Frontage access that forms part of the Hachar Industrial Park at Mile Market 13. It has a total of 121 overhead doors, 5 ramps, built of concrete materials with 319 car parking spaces, 464 trailer parking spaces which sits on 29.12 acres. It offers a prime setting for logistics, manufacturing or distribution operations with ample space, high functionality, and large trailer yard.
- Pan American Development includes 2 warehouses ranging from 30,000 to 80,000 square ft build in 2024.
- Khaledi Heights Plaza I was developed in 2017 located at 3910 E Del Mar Blvd, Laredo, Texas is sized at 44,274 SF. It was built in 2017 and features 20 Suites ranging from restaurants, corporate offices, and retail shops.
- Khaledi Heights Plaza II located at 4020 E Del Mar Blvd. in Laredo, Texas is scheduled for completion in November 2025 will feature 16 retail suites and a stand-alone building. Suites range from 1,320 sq ft to 3,000 sq ft. Situated just seven minutes away from Laredo International Airport.



Laredo International Airport Federal Building Center Concept - DHS

Laredo, Texas



LOCATION:
Laredo, Texas

OWNER & REPRESENTATIVE:
City of Laredo - Department of Homeland Security (DHS)

CONSTRUCTION COST:
Not Constructed

PROJECT SIZE:
18,000 SF OFFICES (2-FLOORS)
48,000 SF (2 HANGERS)

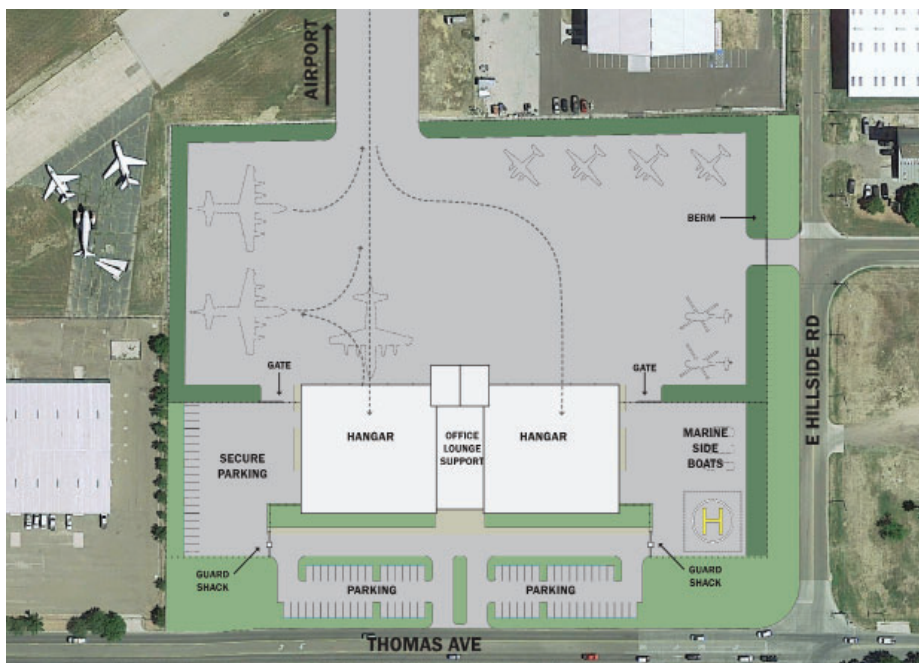
SCOPE:
New Construction

DESIGN START-FINISH:
Not Constructed

DESCRIPTION OF SERVICES:
Full service architectural and interior design services

The project is a preliminary design for the City of Laredo Airport - Federal Building Center for Homeland Security (DHS). The two 24,000 sq ft aircraft hangers with additional two level administrative offices, lounge and support areas. The hanger also has a generous outdoor apron for medium and large aircraft aprons. The facility also includes a helicopter pad, marine vessel storage areas.

The building was design with all the security measures required by the Federal design guidelines. Special design features were needed for privacy and security technology requirements.



City of Laredo International Airport -Department of Homeland Security (DHS)

Laredo International Airport - Aero Center Inc. SKG (Prior Management Agreement)

Laredo, Texas



LOCATION:
Laredo, Texas

OWNER & REPRESENTATIVE:
City of Laredo - SKG Group

CONSTRUCTION COST:
Not Constructed

PROJECT SIZE:
12,000 SF

SCOPE:
Existing Hangar Bldg.

DESIGN START-FINISH:
Not Constructed

DESCRIPTION OF SERVICES:
Management Services

In 1976, Aero Center Inc was established in the State of Texas with operations situated at the Laredo International Airport as a Fixed Base Operator. Shahram Khaledi, partnering with his brother, acquired Aero Center Inc in 2000. Aero Center Inc continued the legacy offering income-generating services from fuel sales, parts & services, airline management fees, hangar rental, airline charters, ground handling, and catering services. One of our most notable hangar tenants was the Department of Justice Immigration and Naturalization Service in 2001. In 2004, Khaledi Global Sales Co., Ltd acquired approximately .5573 Acre track located at 800 Flightline. Khaledi Global Sales Co., Ltd operates a 12,000 square foot hangar leased out to US Customs and Border Protection.



City of Laredo International Airport - Aero Center SKG Management

San Antonio International Airport - Terminal A Renovation

San Antonio, Texas



LOCATION:
San Antonio, Texas

PROJECT OWNER:
Mark Rodriguez, Project Manager
City of San Antonio Aviation
Department

CONSTRUCTION COST:
\$35.6M

SIZE:
406,000 SF.

SCOPE:
Renovation/Redevelopment.

COMPLETION DATE:
2013

FIRM'S RESPONSIBILITY:
Design Architects in association with
RS&H Architects.

SERVICES:
Full service architectural and interior
design services.

Terminal A at San Antonio's International Airport was unveiled in 1984 and had not been renovated since. The primary need was a redesign of the passenger screening area to reduce long queuing lines and improve security screening capacity and processing time. Steven Tillotson FAIA, design principal for architect-of-record Muñoz & Company, developed and implemented the revitalization plan to bring the prominent airport terminal into the 21st Century. The phased approach called for a facilities assessment, followed by an overall evaluation and programming. The project included several infrastructure upgrades, code compliance directional/way-finding signage and ADA accessibility.

While significant infrastructure upgrades were the backbone for the San Antonio Airport's Terminal A, the signature design required a fresh, modernized look. The design team incorporated colorful, San Antonio regional-inspired imagery into the finishes for the concourse and waiting areas. Vertical planes of Texas Limestone and modern glass installations create a blend of local traditional and contemporary design as people traverse the various airport gates. Open, airy spaces were created to translate the airport's progressive vision of Terminal A. Continuous lines of concealed fixtures bring new light to the existing vaulted ceilings of the corridors. The bold lines are occasionally interrupted by the introduction of modern suspended clouds, bringing focus to different retail and traveler-usage. The refreshed and reorganized terminal has met with great client and traveler satisfaction.



AT&T Corporate Hangar & Air Operations Area

San Antonio, Texas



LOCATION:
San Antonio, Texas

PROJECT OWNER:
AT&T Corporation

CONSTRUCTION COST:
\$2.3 Million

SIZE:
73,000 SF.

SCOPE:
Renovation

COMPLETION DATE:
December 2004

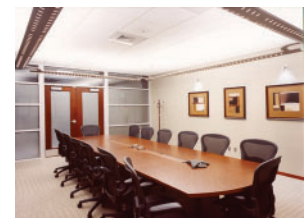
FIRM'S RESPONSIBILITY:
Prime Architect

SERVICES:
Full service architectural and interior design services.

The AT&T Corporate Hangar and Air Operations Area is located at the San Antonio International Airport. As part of this project, AT&T worked with the City of San Antonio's Aviation Department to revise the existing lease boundary and create a dedicated AT&T Air Operations Area with controlled access to the airport taxiway system.

Steven Tillotson FAIA, design principal for architect-of-record Muñoz & Company's led the design for AT&T that included the complete remodeling of two existing aircraft service hangars formerly occupied by Raytheon Corporation. The primary hangar facility includes a 30,000 square foot hangar bay and a 16,000 square foot Administrative Suite with an Executive Lounge, Conference Room, Visitor's Office, Offices for Administration of Flight Operations, a kitchen for the preparation of in-flight meals and office space for the Flight Crew and Flight Planning Department. The 21,000 square foot secondary hangar is primarily used for service and support functions. The structure includes two separate hangar bays: a 16,000 square foot aircraft maintenance hangar and a smaller 5,000 square foot hangar bay for support of AT&T's helicopter service. This building is also the home of the Aircraft Services support staff and includes space for staff training, a break room with kitchenette, locker and shower facilities.

In addition, the project showcases the latest in security systems as well as aircraft service and maintenance bays with new Fall Protection Systems that ensure a safe and secure working environment.



SK Group - Other Developments & Warehouse Tenants

Laredo, Texas



*BUILT ON EXPERIENCE. BACKED BY HIGH CREDIT
TENANTS.*





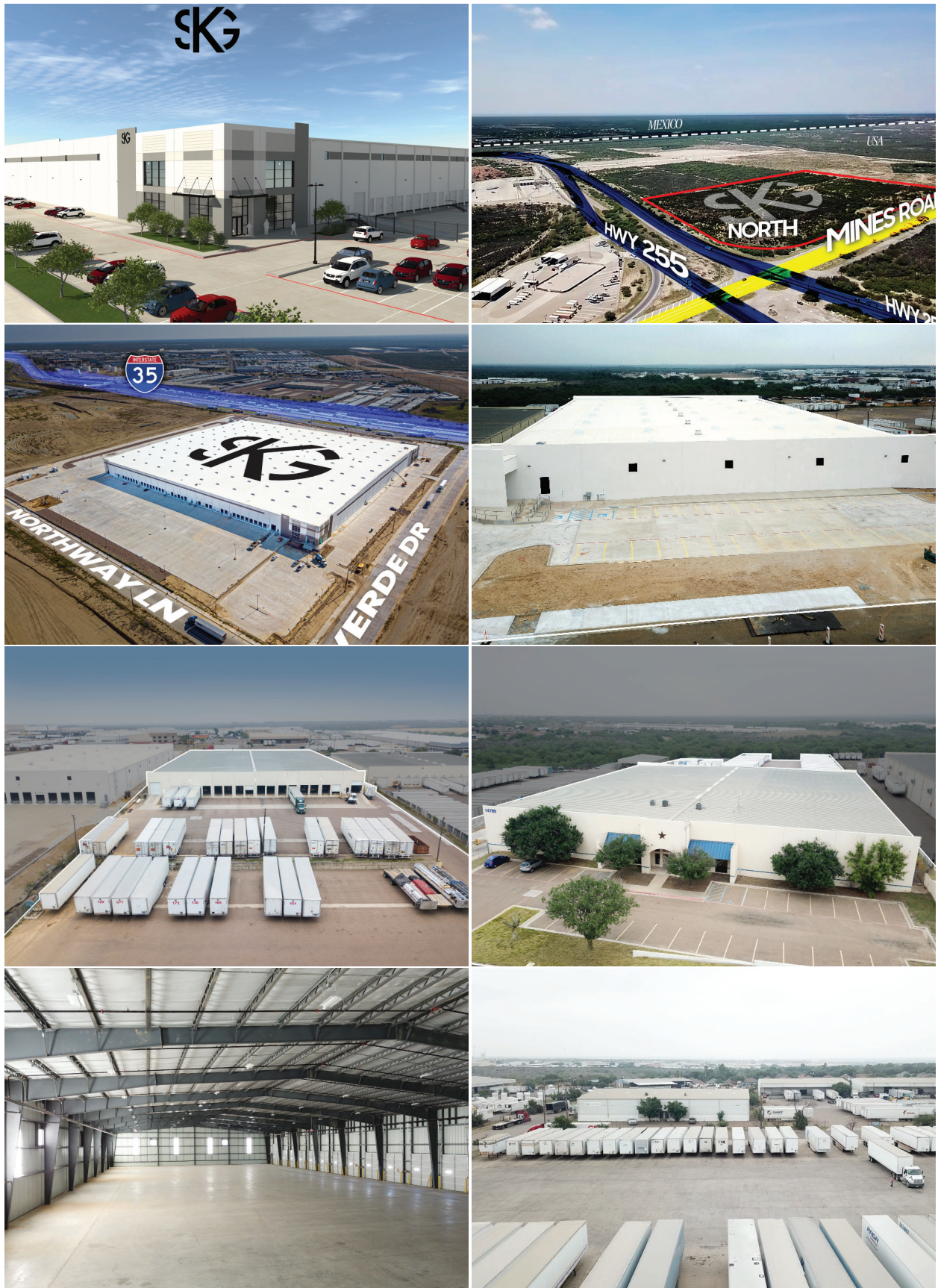












SK Group Similar Developments



SK Group Similar Developments - Khaledi Heights Plaza Phase I & II



SK Group Similar Developments - Industrial Parks

4.0 PROPOSED DEVELOPMENT CONCEPT

DESCRIPTION OF SITE: The proposed site is approximate 3 acres located at Maher Road with access to the Laredo International Airport runway apron. The site consists of two parcels of land with an small existing building in between. Per observation utilities services seem to be provided in proximity to the site. No environmental information has been provided at this stage.

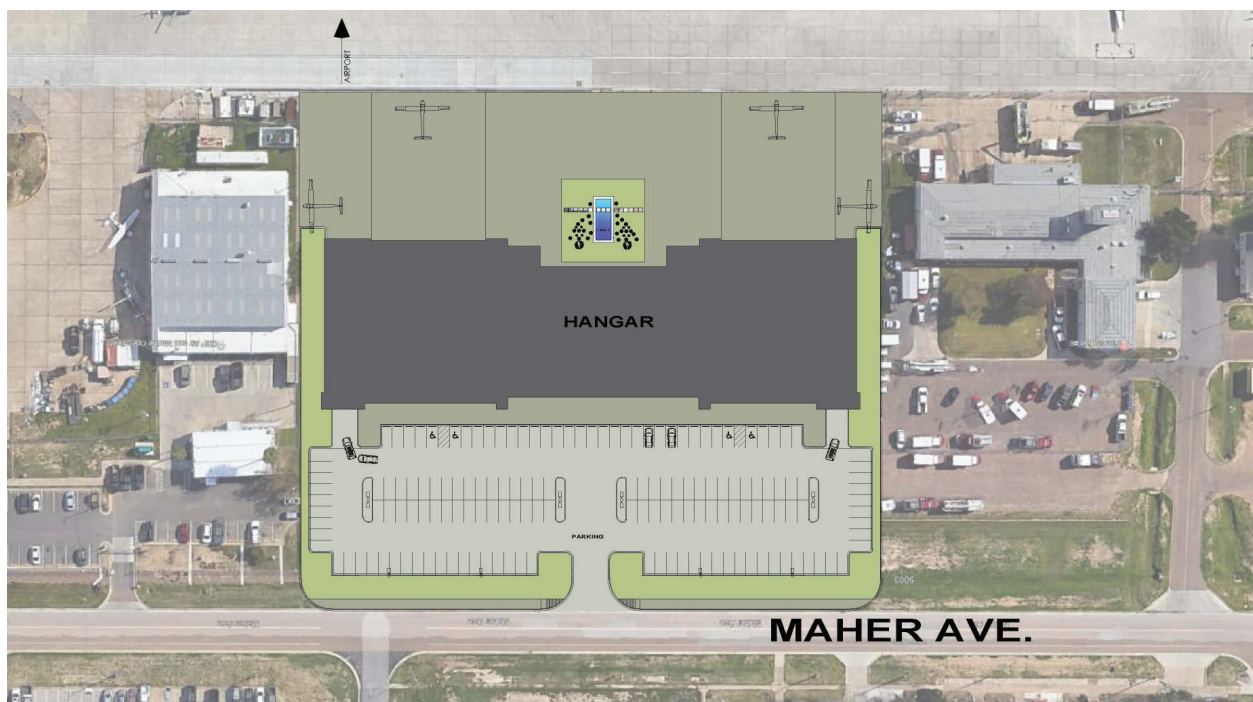
BUILDING CHARACTERISTICS: The building has ground level of approximate 57,375 sf and office mezzanine level of 10,000 sf. The building will include a separate private aircraft hanger space and terminal, and a separate air cargo and handling area. The private terminal includes a floor to ceiling glass wall with architectural metal panel cladding. The structure is a clear long-span pre-engineered metal building.

THE TERMINAL: Featured with a spacious lounge built for comfort and convenience, the terminal is designed with modern amenities which includes a bar, quiet rooms, coffee station, and a business center with flight planning stations. This terminal is designed to be a gateway to our community. It is inviting and diversified welcoming new and existing businesses.

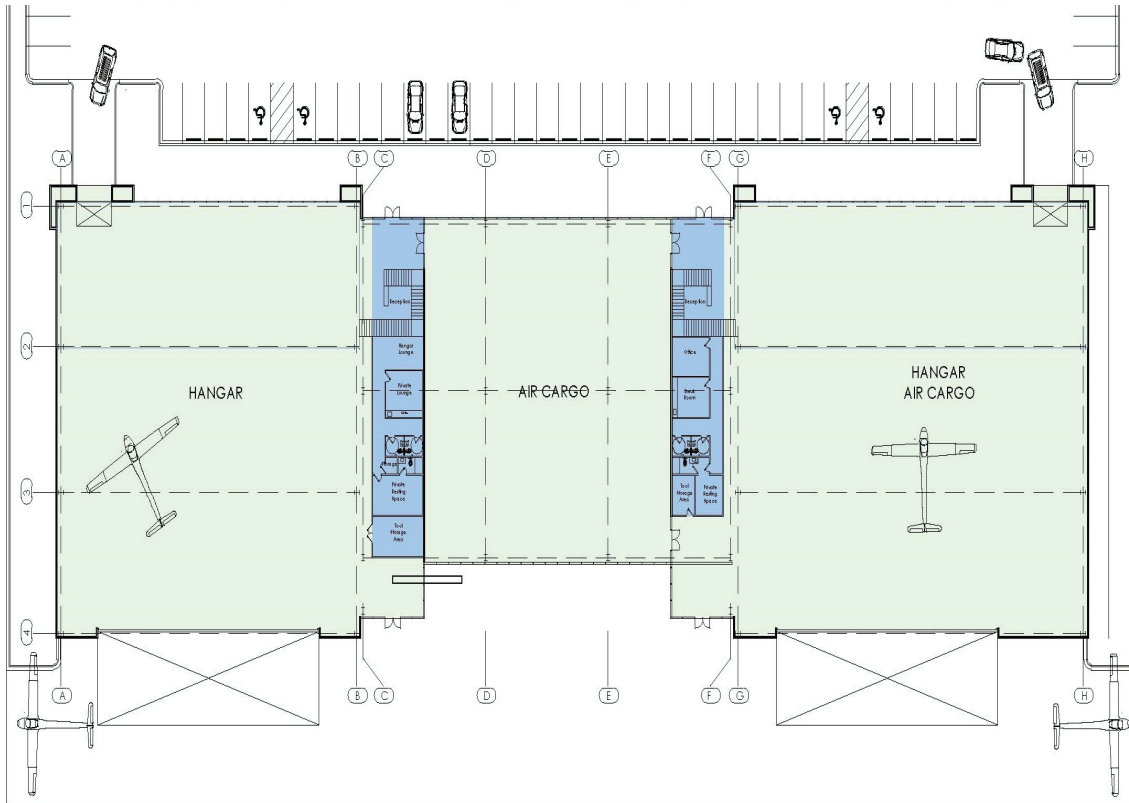
THE HANGER: Our clear-span hangar offers aircraft storage, repair and maintenance. Our hangars are tailored for short-term transient stays to long-term corporate storage with ramp space for aircraft maneuvering. We offer secure, convenience, repair and maintenance solutions.

THE FUEL SYSTEM: Incorporating the latest fueling technology in our design and build, the fuel system construction is fit to comply with environmental regulatory requirements, best practices in the storage and deliverance of aircraft fuel.

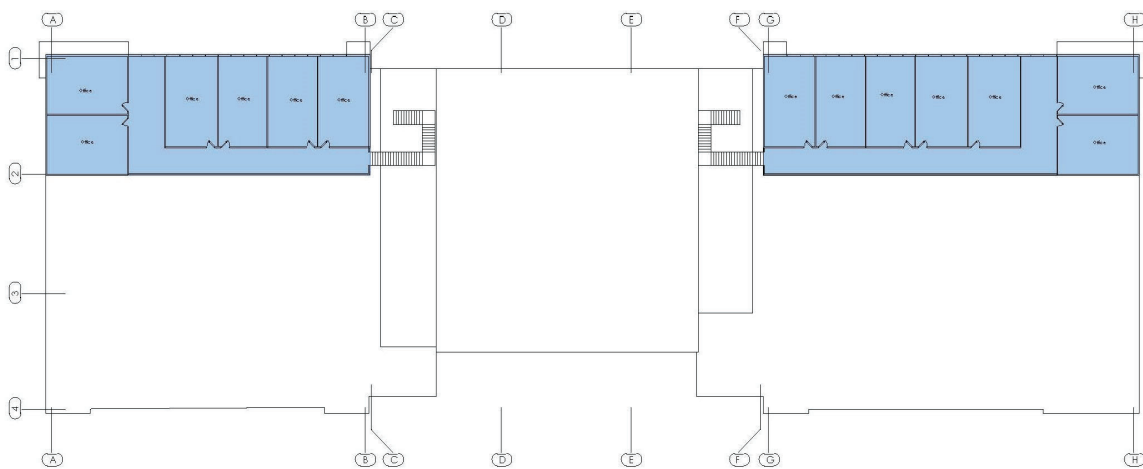
AIR CARGO SERVICES: Our air cargo services target international trade offering a wide range of services including loading/unloading, custom clearance, warehousing and transportation and other aspects of the shipping process. We offer the capacity and flexibility of a turnkey, reliable air cargo operation that keeps business moving.



SKG Proposed Conceptual Development - City of Laredo International Airport

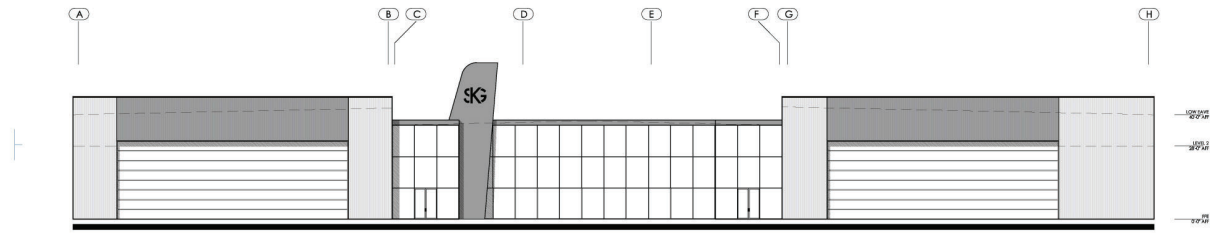


Ground Floor Plan

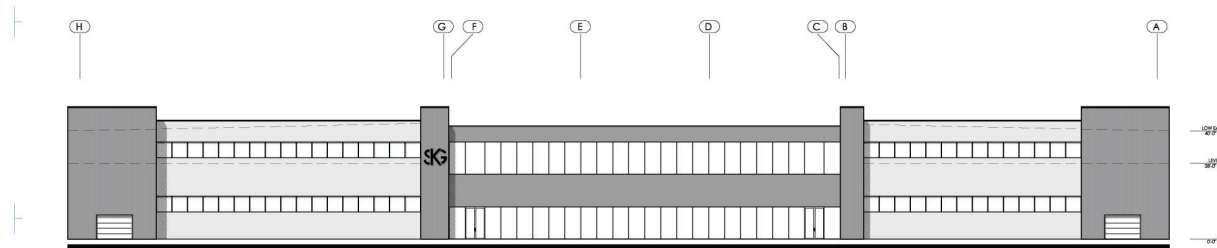


Mezzanine Floor Plan

SKG Proposed Conceptual Development - City of Laredo International Airport



East Elevation

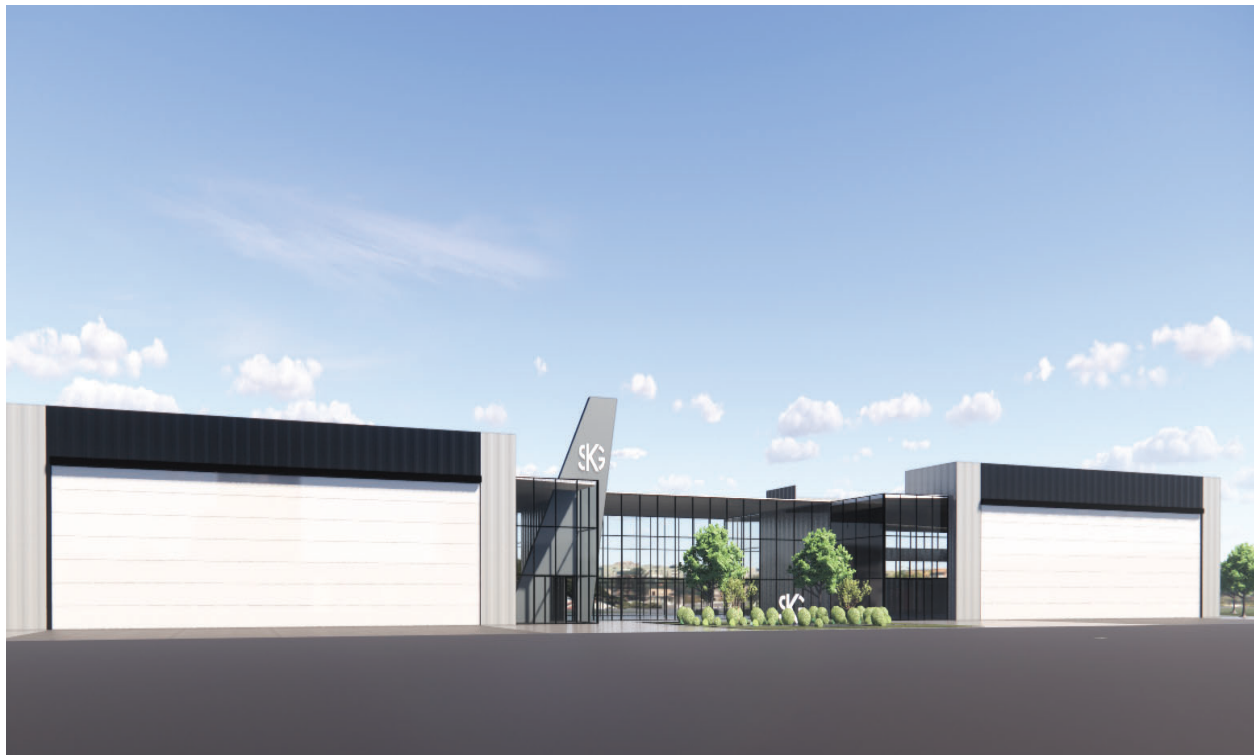


West Elevation



Conceptual Rendering

SKG Proposed Conceptual Development - City of Laredo International Airport



SKG Proposed Conceptual Development - City of Laredo International Airport



SKG Proposed Conceptual Development - City of Laredo International Airport

5.0 REFERENCES

References for similar developments.

Mr. Adolfo Gutierrez
Chairman Emeritus
Falcon International Bank
6625 San Dario Ave.
Laredo, Texas 78041
956.723.2265

Mr. Sergio Gonzalez
Executive V.P. Commercial Lending
Falcon International Bank
6625 San Dario Ave.
Laredo TX 78041
956. 723.2265

David Puig
President
Vantage Bank of Texas
7219 McPherson Rd
Laredo, Texas 78041
956.721.7100

Nicholas Van Steenberg
General Counsel / President, Trust Department
7718 McPherson Road, Suite 304
Laredo, TX 78045
956.794.9737 Laredo
210.489.4165 San Antonio

Oscar Castillo, P.E.
Peua Consulting LLC
8218 Casa Verde Rd. Suite 1001
Laredo TX 78041
Phone: 956.568.4006

6.0 KEY PERSONNEL QUALIFICATIONS

Shahram Khaledi

Chief Executive Officer (CEO)

30+ years of experience in commercial ventures in retail business, Airport FBO, currency exchange, dealership, trucking, and electronic distribution portfolio. Located in Texas and Florida, Shahram Khaledi Group retains a successful construction company specializing in residential and commercial development located in Laredo, Texas along with properties retained the U.S. markets. Attended the University of Texas.

Edward A Beckelhymer, III

Chief Financial Officer (CFO)

38+ years of experience in accounting services. Over 22 years with the Khaledi Team as CFO and now with the Shahram Khaledi Group in the same capacity. Previously, signatory permissions from the Laredo International Airport and SIDA Training Certifications were held.

Giampaolo Consigliere

Chief Operating Officer (COO)

25+ years in the finance and banking industry as an executive. Mr. Consigliere joined SKG in January of 2022 as COO of Mr. Shahram Khaledi's Family Office.

Elsa Gonzalez

Vice President of Operations

25+ years experience in operations with a core concentration on new business development, Duty Free Travel Retail Store management located along the US/Mexico borders and Mexico Airports, project management, warehouse and logistics management, US Customs brokerage, Accounting. Previously signatory permissions from the Laredo International Airport and SIDA Training Certifications were held. Attended Texas A&M International University earning bachelor's degree in business administration.

Adrian Ortegon

V.P. Commercial Development

18+ years of experience in architectural design and construction with a proven track record in industrial, residential, and commercial projects. Studied at UANL and subsequent experience in both the private and public sectors. Strong understanding of local regulations and requirements for diverse construction types.

6.1 DESIGN TEAM KEY QUALIFICATIONS

Steven Land Tillotson, FAIA

Master Planner / Architect

Education:

The University of Texas at Austin Bachelor of Architecture 1982
Texas Historic Resources Fellowship Texas Historical Foundation, 1978

Registration/ License:

Texas Registration #10463
1984 AIA College of Fellows 2015

Steven Land Tillotson is an architect with broad experience in public architecture, historic preservation, urban design and planning. He has produced a variety of award winning civic and institutional projects throughout Texas and is noted for his sensitivity to the cultural landscape. A critical accomplishment was his redesign of Terminal A at the San Antonio International Airport. Projects in Laredo include; for the City of Laredo - Laredo Main Library and 2010 Laredo Downtown Master Plan; for Texas A&M International University - the Administrative, Library and Classroom Buildings, the Laboratory, Classroom and Kinesiology Buildings, master plan revisions with the Lamar Bruni Vergara Planetarium and Science Center.

Current work in Laredo includes: Webb County Courthouse Preservation Plan and Rehabilitation; Casa Ortiz Rehabilitation; Webb County Veterans' Service Center; and for the Webb County Heritage Foundation the stabilization of two historic buildings in the downtown Villa Antigua Historic District.

Juan Homero Sanchez, AIA

Architect / Project Manager

Education:

B. Architecture, 1981
Universidad Autonoma de Nuevo Leon, Monterrey

Registration/ License:

Registered Architect Texas # 12559

Mr. Sanchez has over 39 years of experience in all phases of the architectural profession. Mr. Sanchez has led numerous design projects in Laredo and South Texas including the City of Laredo's Unitrade Stadium, City Hall and the Lamar Bruni Vergara Inner City Park. He has been an integral part for many award winning projects. Mr. Sanchez aims to bring creative and sustainable solutions to every project. His leadership reflects his long standing reputation for honesty and integrity. B. Architecture, 1981 Universidad Autonoma de Nuevo Leon, Monterrey.

6.1 DESIGN TEAM & CONSULTANTS

DEVELOPMENT & CONSTRUCTION

SKG Homes, LLC
3910 E. Del Mar Boulevard Ste. 106
Laredo, Texas 78045
P: 956.415.0101

Contact: Elsa Gonzales

ARCHITECTURE & MASTERPLANNING

Juan Homero Sanchez Architect, Inc. -
6909 Springfield Ave, Suite 107
Laredo, Texas 78041
P: 956.723.2939
P: 956.568.3315

Contact: Juan Homero Sanchez, AIA

Steven Land Tillotson Architect
226 Brightwood Pl.
San Antonio, Texas 78209
P: 210.845.2035

Contact: Steven L. Tillotson, FAIA

CIVIL ENGINEERING & ENVIRONMENTAL

Top Site Civil Group
10901 International Blvd. Ste. 300
Laredo, Texas 78045
P: 956.725.5057

Contact: Jorge A. Martinez, P.E.

STRUCTURAL ENGINEERING

Synergy Structural Engineering, Inc
1119 Flores Ave., Ste. 300
Laredo, Texas 78040
P: 956.753.5860

Contact: Victor de Anda, P.E.

MECHANICAL, ELECTRICAL & PLUMBING ENGINEERING

Trinity MEP Engineering
3533 Moreland Drive, Suite A
Weslaco, Texas 78596
P: 956.973.0500

Contact: Leo Muñoz, P.E.

IT / AV / SECURITY

Trinity MEP Engineering
3533 Moreland Drive, Suite A
Weslaco, Texas 78596
P: 956.973.0500

Contact: Leo Muñoz, P.E.

LANDSCAPE ARCHITECT

Nicholson Innovations
537 Thurber Drive
Schertz, Texas 78154
P: 210.288.6414

Contact: William "Bill" Nicholson, RLA



Tab 2. Project Development Concept

7.0 BUSINESS PLAN

Given the known characteristics of the Project and making a series of assumptions about unknown information, the proposed business model would be based on a concession agreement which terms would be agreed upon with the interested parties: the Laredo International Airport (“LRD”) and the agreement with SKG Aviation Services LLC . SKG Aviation Services LLC proposes a \$12 million state-of-the-art project development consisting of a Private Hanger/ Terminal /Air Cargo Facility /Fueling & Aircraft Maintenance Services and renovating approximately 3 acres of airport land.

THE BUSINESS MODEL: Concession agreement for the FINANCING, design, construction, operation and maintenance of the facilities. SKG Aviation Services LLC would provide the long-term funding to finance the design and construction of the facilities, and proposed operations. SKG Aviation Services LLC has the option to operate, sub-lease and/ or provide service to Air Cargo Tenants.

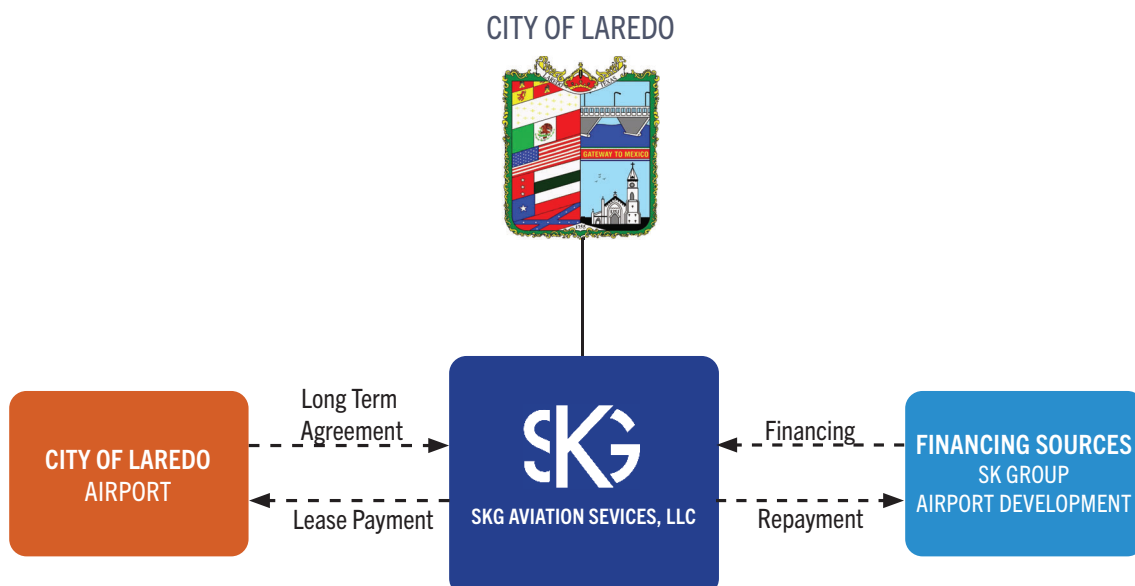
This would allow the City to enter into a lease agreement with SKG Aviation Services LLC and/or it’s Subsidiaries and the repayment of this investment over a deferred period. In order to be able to obtain low-cost non-recourse financing (Project Finance) it would be required for the City of Laredo Airport to provide a guaranteed long term lease agreement that would be sufficient for the financial entities (i.e. guarantee for repayment of the investment pending amortization in case of early termination of the contract).

What are the Key Demand Drivers?

- An increase in demand for international trade of perishable goods.
- An increase in demand for logistic services
- An increase in demand for private/chartered aircraft services

THE TERMS: We are excited to partner with the City of Laredo Airport with the minimum required 20-year term. Our preference is an initial 30-year term with options to renew.

Proposed Business Model below is based upon the option described above, and is open for discussion with the City of Laredo Airport in the next stage of the process.



8.0 RESPONDENT INTEREST

Our goal is to provide a five-star experience where comfort and convenience meet. We offer world-class services and amenities, ensuring the utmost comfort and discretion for our elite clientele while upholding the highest standards of safety and operational performance. Becoming a gateway to our community by inviting new and existing travelers for business or leisure.

It is the interest of SKG Aviation Services LLC, a division of SK Group, to partner with the City of Laredo Airport to advance development its Airport Aeronautical Development initiatives. Our team's experience as a Fixed-Base Airport Operator (FBO) understands the added values offered in this proposal.

Accordingly, this letter does not establish - except in what is expressly established therein and in matters relating to good faith - any rights or obligations for the parties or for any other individual or legal entity until the parties sign a final binding agreement

The proposed development and services will not only generate revenue but also beautify the airport grounds with modern and functional design facilities. Our proposed offer includes:

- \$12 million dollar construction development investment
- 20-year term with renewal options
- Private terminal with many amenities providing comfort and convenience
- Aircraft services for maintenance and repair
- Fueling services
- Hanger and parking (Short-term and long-term)
- Air freight cargo storage and handling

Our company's strategic plan is designed to operate a successful FBO that is convenient, reliable, and efficient to keep businesses moving.

We are excited about this opportunity to partner with the City of Laredo Airport in its development plans.

9.0 DEVELOPMENT TIMELINE

Site & Improvements Design (Concept Scheme):	4-6 Weeks
Construction Documents:	6-8 Months
Permitting:	2-4 Months
Construction Period:	12-14 Months
Pre-opening Timeframe	22 Months from Approval /Notice to Proceed
FF&E - Installation Period:	3-4 Weeks (concurrent with bid phase)
Specialty Equipment & Aviation Systems:	2 Months

10.0 OPINION OF PROBABLE COST

The following Opinion of Probable Cost estimate is based on preliminary information included in the RFP, and current comparable project cost data. The number does not include unforeseen site conditions that are to be investigated and confirmed during the design phase of the development or any other applicable regulatory requirements at the time of the final binding agreement. This rough order of magnitude does not establish - except in what is expressly established therein and in matters relating to good faith - any rights or obligations for the parties or for any other individual or legal entity until the parties sign a final binding agreement.

Surveying/ Geotechnical/ Testing:	\$ 50,000
Site Development & Demolition:	\$ 1,200,000
Building Construction:	\$ 8,000,000
Soft Costs (Design & Engineering 6%):	\$ 556,000
Furniture, Fixtures & Equipment (FF&E):	\$ 240,000
Specialty Equipment & Aviation Systems:	\$ 800,000
Contingency 2.5%	\$ 232,000
Finance Costs	\$ 928,000
Total	\$ 12,000,000



Tab 3.

Contract Disclosure Forms

CITY OF LAREDO
PURCHASING DIVISION

30.0 Bidder Information Questionnaire

Bidder Information/Business Questionnaire:
Please complete all information requested below and submit with your proposal package

"The undersigned affirms that they are duly authorized to execute this contract, that this company, corporation, firm, partnership or individual has not prepared this proposal in collusion with any other bidder, and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other person engaged in this type of business prior to the official opening of this request. By submitting this proposal the vendor agrees to the City of Laredo specifications and all terms and conditions stipulated in the proposed document. That I, individually and on behalf of the business named in this Business Questionnaire, do by my signature below, certify that the information provided in the questionnaire is true and correct ".

Name of Offeror (Business) SKG AVIATION SERVICES LLC

Signature Elsa Gonzalez Date 10/9/2025
of person authorized to sign proposal

Print Name ELSA GONZALEZ
of person authorized to sign proposal

Title: VP OF OPERATIONS

Business Address: PO BOX 450169

City, State, Zip Code: LAREDO, TEXAS 78045-0003

Telephone Number: 956-415-0101 Fax Number: 956-568-0116

Contact Person Email Address: egonzalez@skgroupusa.com

Federal Tax ID Number: 86-3868019

Bidders Principal/Corporate Place of Business Address: 3910 E DEL MAR BLVD STE. 106

Indicated Status of Business:

Corporation _____ Partnership _____ Sole Proprietorship _____ Other: LLC

If other state business status: _____

State how long under its present business name: _____

If applicable, list all other names under which the Business identified above operated in the last five years.

Will bidder/proposer provide a copy of its financial statements for the last two years, if requested by the City of Laredo? Yes / No

**CITY OF LAREDO
PURCHASING DIVISION**

Has the business, or any officer or partner thereof, failed to complete a contract? Yes / ☐ No.

Is any litigation pending against the Business? Yes ☐ No.

Is offeror currently for sale or involved in any transaction to expand or to become acquired by another business entity? Yes ☐ No.
If yes, offer need to explain the expected impact both in organizational and directional terms.

Has the Business ever been declared "not responsive" for the purpose of any governmental agency contract award? Yes ☐ No.

Has the Business been debarred, suspended, proposed for debarment, suspended, proposed for debarment, declared ineligible, voluntarily excluded, or otherwise disqualified from bidding, proposing, or contracting? Yes ☐ No

Are there any proceedings, pending relating to the Business responsibility, debarment, suspension, voluntary exclusion, or qualification to receive a public contract? Yes / ☐ No.

Has the government or other public entity requested or required enforcement of any of its rights under a surety agreement on the basis of default or in lieu of declaring the Business in default? Yes ☐ No

Is the Business in arrears in any contract or debt? Yes / ☐ No

Has the Business been a defaulter, as a principal, surety, or otherwise? Yes ☐ No

Have liquidated damages or penalty provisions been assessed against the Business for failure to complete work on time or for any other reason? Yes ☐ No.

State if company is a certified minority business enterprise:

Historically Underutilized Business (HUB): Yes ☐ No Disadvantaged Business Enterprise (DBE): Yes ☐ No

Small Disadvantaged Business Enterprise (SDBC) Yes ☐ No Other: Please specify _____

This company is not a certified minority business: ☒

The above minority information is requested for statistical and tracking purposes only and will not influence the amount of expenditure the City will make with any given company

CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

SKG AVIATION SERVICES LLC

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

N/A

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☐ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 
Signature of vendor doing business with the governmental entity

10/9/2025

Date

CITY OF LAREDO
PURCHASING DIVISION

AFFIDAVIT

Project:

Form of Non-Collusive Affidavit

AFFIDAVIT

STATE OF TEXAS {}
COUNTY OF WEBB {}

Being first duly sworn, deposes and says:

That he/she is An Executive Officer of SKG Aviation Services LLC
(a Partner or officer of the firm of, etc.)

The party making the foregoing SOQ or bid, that such SOQ or bid is genuine and not collusive or sham; that said Bidder has not colluded, conspired, connived or agreed directly or indirectly, with any Bidder or Person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person, to fix the bid price or affiant or of any other Bidder or to fix any overhead, profit or cost element of said bid price, or of that of any other Bidder, or to secure any advantage against the City of Laredo or any person interested in the proposed Contract; and that all statements in said SOQ or bid are true.

[Handwritten Signature]

Signature of:
Bidder, if the Bidder is an individual
Partner, if the Bidder is a Partnership
Officer, if the Bidder is a Corporation

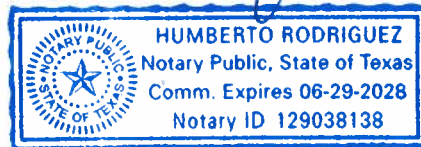
Subscribed and sworn before me this 9 day of October 20 2025.

[Handwritten Signature]

Notary Public

My commission expires:

06-29-2028



CITY OF LAREDO
PURCHASING DIVISION

33.0



City of Laredo
Discretionary Contracts Disclosure

Please fill out this form online, print completed form and submit with proposal to originating department. All questions must be answered.

For details on use of this form, see Section 4.01 if the City's Ethics Code.

***This is a ___ New Submission or ___ Correction or ___ Update to previous submission.**

***1. Name of person submitting this disclosure form.**

ELSA _____ GONZALEZ _____
First M.I. Last Suffix

***2. Contract Information.**

a) Contract or Project name(s): AIRPORT DEVELOPMENT PARCEL

b) Originating Department(s): CITY OF LAREDO PURCHASING DEPARTMENT

***3 Name of individual(s) or entity(ies) seeking a contract with the city (i.e. parties to the contract)**

_____ Name (Print)	_____ Signature	_____ Name (Print)	_____ Signature
_____ Name (Print)	_____ Signature	_____ Name (Print)	_____ Signature
_____ Name (Print)	_____ Signature	_____ Name (Print)	_____ Signature
_____ Name (Print)	_____ Signature	_____ Name (Print)	_____ Signature

***4. List any business entity(ies) that is a partner, parent, subsidiary business entity(ies) of the individual or entity listed in Question 3**

☐ Not applicable. Contracting party(ies) does not have partner, parent, or subsidiary business entities.

☒ Name of partner, parent, or subsidiary business entity(ies): Shahram Khaledi Group Holdings LP

**CITY OF LAREDO
PURCHASING DIVISION**

***5. List any individuals or entities that will be subcontractors on this contract.**

☐ Not applicable. No subcontractors will be retained for this contract.

☒ Subcontractors may be retained, but have not been selected at the time of this submission.

☐ List of subcontractors: _____

***6. List any attorneys, lobbyists, or consultants that have been retained to assist in seeking this contract.**

☒ Not applicable. No attorneys, lobbyists, or consultants that have been retained to assist in seeking this contract.

☐ List of attorneys, lobbyists, or consultants that have been retained to assist in seeking this contract: _____

***7. Disclosure of political contributions.**

List any campaign or officeholder contributions made by the following individuals in the past 24 months totaling more than \$100 to any current member of City Council, former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections.

- a) Any individual seeking contract with the city (Question 3)
- b) Any owner or officer of entity seeking contract with the city (Question 3)
- c) Any individual or owner or officer of any entity listed above as partner, parent, or subsidiary business (Question 4)
- d) Any subcontractor or owner/office of subcontracting entity retained for the contract (Question 5)
- e) The spouse of any individual listed in response to (a) through (d) above
- f) Any attorney, lobbyist, or consultant retained to assist in seeking contract (Question 6)

☐ Not applicable. No campaign or officeholder contributions have been made in the preceding 24 months by these individuals.

☒ List of contributors: SHAHRAM KHALEDI (PERSONAL) TO DR. TYLER KING FUNDRAISER CITY COUNCIL MEMBER

Updates on Contributions Required

Information regarding contributions must be updated by submission of a revised form from the date of the submission of this form, up through the time City Council takes action on the contract identified in response to Question 2 and continuing for 30 calendar days after the contract has been awarded.

***8. Disclosure of conflict of interest**

Are you aware of any fact(s) with regard to this contract that would raise a "conflict of interest" issue under Section 2.01 of the Ethics Code for any City Council member or board/commission member that has not or will not be raised

**CITY OF LAREDO
PURCHASING DIVISION**

by these city officials?

☒ I am not aware of any conflict(s) of interest issues under Section 2.01 of the Ethics Code for members of City Council or a city board/commission.

☐ I am aware of the following conflict(s) of interest: _____

***Acknowledgements**

☒ **Updates Required**

I understand that this form must be updated by submission of a revised form if there is any change in the information before the discretionary contract is the subject of action by the City Council, and no later than five (5) business days after any changes has occurred, whichever comes first. This include information about political contributions made after the initial submission and up until thirty (30) calendar days after the contract has been awarded.

☒ **No Contract with City Officials or Staff during Contract Evaluation**

I understand that a person or entity who seeks or applies for a city contract or any other person acting on behalf of that person or entity is prohibited from contracting city officials and employees regarding the contract after a Request for Proposal (RFP), Request for Qualifications (RFQ), or other solicitation has been released.

This no-contract provision shall conclude when the contract is posted as a City of Laredo Council agenda item. If contact is required with city officials or employees, the contact will take place in accordance with procedures incorporated into the solicitation documents. Violation of this prohibited contacts provision set out in Section 2.09 of the Ethics Code by respondents or their agents may lead to disqualification of their offer from consideration.

***Conflict of Interest Questionnaire (CIQ)**

Chapter 176 of the Local Government Code requires contractor and vendors to submit a Conflict of Interest Form (CIQ) to the Office of the City Secretary.

☒ I acknowledge that I have been advised of the requirement to file a CIQ form under Chapter 176 of the Local Government Code.

***Oath**

☒ I swear or affirm that the statements contained in this Discretionary Contracts Disclosure Form, including any attachments, to the best of my knowledge and belief are true, correct, and complete.

ELSA GONZALEZ
Name (Print)

Elsa Gonzalez
Signature

VP OF OPERATIONS
Title

SKG AVIATION SERVICES LLC
Company or DBA

10/9/2025
Date

Please fill this form out online, print and submit completed form with proposal to origination department. All questions must be answered. If necessary to mail, send to:

City of Laredo
P.O. Box 579
Laredo, TX 78042-0579