



Please run the following notice on **Wednesday, August 20, 2025 and Wednesday, August 27 2025** in the Legal Advertisement of THE BOLIVAR BULLET. Please send this office the Proof of Publication for our records.

REQUEST FOR PROPOSALS

Delta State University will accept sealed proposals until 2:00 pm CST on Thursday, September 11, 2025, and shortly thereafter, publicly opened for the purpose of the following:

Ag Training Provider

Detail specifications may be obtained by contacting Mechelle Jones at (662) 846-4046, mdjones@deltastate.edu, Delta State University, Cleveland, MS or on our website www.deltastate.edu/finance-admin/procurement/current-bid-opportunities/. Interested vendors shall submit their proposals in a sealed package. Delta State University reserves the right to reject any/or all bids. **All proposals received after the 2:00 pm CST deadline will be returned unopened.**

Address the package as follows and submit to:

Delta State University
Office of Procurement & Auxiliary Services
1003 W. Sunflower Road
Cleveland, MS 38733

In the lower left-hand corner of the package, write the following:

Proposal – DO NOT OPEN
Ag Training Provider
RFP DSU02-2026

GENERAL CONDITIONS (DSU 2025 Edition)

Bidders must comply with all rules, regulations and statutes relating to purchasing in the State of Mississippi in addition to the requirements of this form.

ALL BIDS SUBMITTED MUST BE IN COMPLIANCE WITH THE GENERAL CONDITIONS SET FORTH HEREIN. ALL VENDORS ARE OBLIGATED TO READ, UNDERSTAND, AND AGREE TO THESE CONDITIONS WHEN SUBMITTING A BID FOR A BID TO BE CONSIDERED RESPONSIVE.

1. PREPARATION OF BIDS

- 1.1 Failure to examine any drawings, specifications, and instructions will be at bidder's risk.
- 1.2 All prices and notations must be printed in ink or typewritten. No erasures permitted. Errors may be crossed out and corrections printed in ink or typewritten adjacent and must be initialed in ink by person signing bid.
- 1.3 Pricing must be quoted on a "per unit" basis, extended as indicated. Any trade discounts included must be itemized and deducted from extended prices. Bidder guarantees product or service offered will meet or exceed specifications included as part of this Invitation for Bid (IFB). Bid prices must be net. In case of error in the extension of prices in the bid, the unit price will govern. No bid shall be altered or amended after the specified time for opening bids.
- 1.4 Brand Names: Any reference to brand names and numbers in the Invitation for Bids is descriptive, but not restrictive, unless otherwise specified. Bids on equivalent items meeting the standards of quality thereby indicated will be considered, unless otherwise specified, providing the bid clearly describes the article offered and how it differs from the referenced brands. If equipment or supplies of another brand or of other construction than that specified herein is offered by bidder, such bidder shall set forth in his bid a detailed statement indicating wherein each item offered deviates from these specifications. Unless the bidder specifies otherwise in his bid, it is understood that the bidder is offering a referenced brand item as specified in the Invitation for Bids. Delta State University reserves the right to determine whether a substitute offer is equivalent to and meets the standard of quality indicated by the brand name referenced, and Delta State University may require a bidder offering a substitute to supply additional descriptive material and a sample. When merchandise received from a successful bidder is not considered an equal by the requisitioner, it will be returned to the vendor, shipping charges collect.
- 1.5 Specification: It is understood that reference to available specifications shall be sufficient to make the terms of such specifications binding on the bidder.
- 1.6 Information and Descriptive Literature: Bidders must furnish all information requested in the spaces provided on the bid form. Further, as may be applicable, each bidder must submit for bid evaluation cuts, sketches, and descriptive literature and technical specifications covering the product offered. Reference to literature submitted with a previous bid or on file with the buyer will not satisfy this provision.
- 1.7 Samples: Samples of items, when called for, must be furnished free of expense, and if not destroyed in testing will, upon request, be returned at the bidder's expense. Request for the return of samples must be made within ten (10) days following opening bids. Each individual sample must be labeled with bidder's name, manufacturer's brand name and number, bid number and item reference.
- 1.8 Time of performance: The number of calendar days in which delivery will be made after receipt of order shall be stated in the bid. Bid should show number of days required to place material in receiving agency's designated location under normal conditions. Failure to state delivery time obligates supplier to complete delivery in 14 calendar days. Unrealistically short or long delivery promises may cause bid to be disregarded. If delay is foreseen, supplier shall give written notice to DSU. DSU has the right to extend delivery date if reasons appear valid to DSU. Default in promised delivery (without accepted reasons) or failure to meet specifications authorizes DSU to purchase supplies elsewhere and charge full increase, if any, in cost and handling to defaulting supplier. No substitutions or cancellation permitted without written approval of the DSU DEPARTMENT OF PROCUREMENT SERVICES. Delivery shall be made during normal working hours only, unless prior approval for late delivery has been obtained from DSU.

2. SUBMISSION OF BIDS

- 2.1 Bids must be signed and sealed with bidder's name and address on outside of envelope. The bid number and time of bid open should be clearly labeled on the bid document.
- 2.2 Bids and modifications or corrections received after the closing time specified will not be considered.
- 2.3 Only bids submitted on bid forms furnished by Delta State University or copies thereof will be considered. Name of person executing bid must be in longhand.
- 2.4 Bids shall be submitted F.O.B. destination. Bids not submitted F.O.B. destination will not be considered. Fax bids are not accepted.

3. ACCEPTANCE OF BIDS

- 3.1 DSU reserves the right to accept or reject all or any part of any bid, waive minor technicalities and award the bid to best serve the interests of the State. If a bidder fails to state the time within which a bid must be accepted, Delta State University shall have 60 days from bid opening date to accept.
- 3.2 If the agency is closed for any reason, including but not limited to: acts of God, strikes, lockouts, riots, acts of war, epidemics, governmental regulations superimposed after the fact, fire, earthquakes, floods, or other natural disasters (the "Force Majeure Events"), which closure prevents the opening of bids at the advertised date and time, all bids received shall be publicly opened and read aloud on the next business day that the agency shall be open and at the previously advertised time. The new date and time of the bid opening, as determined in accordance with this paragraph, shall not be advertised, and all bidders, upon submission of a bid proposal, shall be deemed to have knowledge of and shall have agreed to the provisions of this paragraph. Bids shall be received by the agency until the new date and time of the bid opening as set forth herein. The agency shall not be held responsible for the receipt of any bids for which the delivery was attempted and failed due to the closure of the agency as a result of a Force Majeure Event. Each bidder shall be required to ensure the delivery and receipt of its bid by the agency prior to the new date and time of the bid opening.

4. DISCOUNT PERIOD

Time in connection with discount offered will be computed from date of delivery at destination, or from the date correct invoices are received, if the latter date is later than the date of delivery. Cash discounts will not be considered in the award process.

5. AWARD

- 5.1 A response to an IFB is an offer to contract with DSU based upon the terms, conditions and specifications contained in the IFB. Bids do not become contracts until they are accepted, and an authorized purchase order is issued. The contract shall be governed, construed and interpreted under the laws of the State of Mississippi excluding its choice of law provisions. Contracts and purchases will be made or entered into with the lowest and best responsible bidder meeting specifications, except as otherwise specified in the Invitation. Where more than one item is specified in the Invitation, Delta State University reserves the right to determine the low bidder either on the basis of the individual items or on the basis of all items included in its Invitation for Bids, or as expressly provided in Delta State University Invitation for Bids.
- 5.2 Unless the bidder specified otherwise in the bid, Delta State University may accept any item or group of items of any kind. Delta State University reserves the right to modify or cancel in whole or in part the Invitation for Bids.
- 5.3 A written purchase order or contract award mailed, or otherwise furnished, to the successful bidder within the time of acceptance specified in the Invitation for Bid results in a binding contract without further action by either party and without modification of DSU's terms and conditions regardless of any terms or conditions that the Bidder normally may have or use. The contract shall not be assignable by the vendor in whole or in part without the written consent of Delta State University.

6. INSPECTION

Final inspection and acceptance or rejection may be made at delivery destination, but all materials and workmanship shall be subject to inspection and test at all times and places, and when practicable. During manufacture, the right is reserved to reject articles which contain defective material and workmanship. Rejected material shall be removed by and at the expense of the vendor promptly after notification or rejection. Final inspection and acceptance or rejection of the materials or supplies shall be made as promptly as practicable, but failure to inspect and accept or reject materials or supplies shall not impose liability on the State of Mississippi or any subdivision thereof for such materials or supplies as are not in accordance with the specification. In the event necessity requires the use of materials or supplies not conforming to the specification, payment therefore may be made at a proper reduction in price. All goods will be subject to inspection and testing by DSU to the extent practicable at all times and places. Authorized DSU personnel shall have access to any supplier's place of business for the purpose of inspecting merchandise. Tests shall be performed on samples submitted with the bid or on samples taken from regular shipment. In the event products tested fail to meet or exceed all conditions and requirements of the specifications, the cost of the sample used and the cost of the testing shall be borne by the supplier. Goods which have been delivered and rejected in whole or in part may, at DSU's option, be returned to the supplier or held for disposition at supplier's risk and expense. Latent defects may result in revocation of acceptance.

7. TAXES

Delta State University is exempt from Federal excise taxes and state and local sales or use taxes, and bidders must quote prices which do not include such taxes. Exemption certificates will be furnished upon request. Contractors making improvements to, additions to or repair work on real property on behalf of Delta State University are liable for any applicable sales or use tax on purchase of tangible personal property for use in connection with the contracts. Contractors are likewise liable for any applicable use tax on tangible personal property furnished to them by Delta State University for use in connection with their contracts.

8. GIFTS, REBATE, GRATUITIES

- 8.1 Acceptance of gifts from bidders is prohibited. No officer or employee of the Office of Procurement Services, nor any head of any state department, institution or agency, nor any employee of any state department, institution or agency charged with responsibility of initiating requisitions, shall accept or receive, directly or indirectly, from any person, firm or corporation to whom any contract for the purchase of materials, supplies, or equipment for the State of Mississippi may be awarded, by rebate, gifts, or otherwise, any money or anything of value whatsoever, or any promise, obligation or contract for future rewards or compensation.
- 8.2 Bidding by state employees is prohibited. It is unlawful for any state official or employee to bid on, or sell, or offer for sale, any merchandise equipment or material, or similar commodity to the State of Mississippi during the tenure of his office or employment, or for the period prescribed by law thereafter, or to have any interest in the selling of the same to the State.

9. BID INFORMATION

Bid files may be examined during normal working hours by bid participants. Nonparticipants will be prohibited from obtaining any information relative to the bid until the official award has been made.

10. CONDITIONS

Should a conflict exist between the General Conditions and the Special Conditions attached hereto as ATTACHMENT 2, and incorporated herein by reference, the Special Conditions shall take precedence.

11. WAIVER

The Office of Procurement Services reserves the right to waive any General Condition, Special Condition, or minor specification deviation when considered to be in the best interest of Delta State University, so long as such waiver is not given so as to deliberately favor any single vendor and would have the same effect on all vendors.

12. CANCELLATION

Any contract or item award may be canceled for cause by either party with the giving of 30 days written notice of intent to cancel. Cause for Delta State University to cancel shall include, but is not limited to, cost exceeding current market prices for comparable purchase; request for increase in prices during the period of the contract; or failure to perform to contract conditions. The vendor will be required to honor all purchase orders that were prepared and dated prior to the date of expiration or cancellation if received by the vendor within a period of 30 days following the date of expiration or cancellation. Cancellation by Delta State University does not relieve the vendor of any liability arising out of a default or nonperformance. Cause for the vendor to cancel shall include, but is not limited to, the item(s) being discontinued and unavailable from the manufacturer.

It is understood and agreed that DSU's obligations under this contract are contingent upon the availability of appropriated funds from which payment for this contract can be made. If funds are not appropriated or otherwise made available, DSU shall have the right to terminate this contract without penalty.

13. SUBSTITUTIONS DURING CONTRACT

During the term of a contract if adequate documentation is provided that supports the claim that the contract item(s) are not available, then items which meet the minimum specifications may be substituted if approved by the Office of Procurement Services and are deemed to be in the best interest of Delta State University.

14. APPLICATION

- 14.1 It is understood and agreed by the bidder that any contract is entered into solely for the convenience of Delta State University and all purchases made by DSU for products included under the provisions of this contract shall be purchased from the bidder receiving the award unless exempt by special authorization from the Office of Procurement Services. Employees of the Office of Procurement Services have acted exclusively as employees of Delta State University for the award, consummation, administration and all other matters related to this contract and are not liable for any performance or nonperformance by Delta State University.

- 14.2 The supplier agrees to protect DSU from claims involving infringement of patents or copyrights.

- 14.3 Supplier hereby assigns to DSU any and all claims for overcharges associated with this contract which arise under the antitrust laws of the United States 15 U.S.C.A. Section 1, et seq. (1973), and which arise under the antitrust laws of the State of Mississippi.

- 14.4 Signing this bid with a false statement is a material violation and shall void the submitted bid or any resulting contracts, and the bidder shall be removed from all bid lists. By signature hereon affixed, the bidder hereby certifies that:

14.4.1 The bidder has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted bid.

14.4.2 The bidder is not currently delinquent in the payment of any franchise tax owed the State of Mississippi.

14.4.3 The bidder certifies that the individual or business entity named in this bid is not ineligible to receive the specified contract and acknowledges that this contract may be terminated and/or payment withheld if this certification is inaccurate. Neither the bidder nor the firm,

corporation, partnership or institution represented by the bidder, or anyone acting for such firm, corporation or institution has violated the antitrust laws of this State, or the Federal Antitrust Laws, nor communicated directly or indirectly the bid made to any competitor or any other person engaged in such line of business.

14.4.4 The bidder has not received compensation for participation in the preparation of the specifications for this IFB.

14.4.5 The bidder certifies that prices were arrived at independently, without collusion or consultation with any other bidder.

14.4.6 The supplier shall defend, indemnify, and hold harmless the State of Mississippi, all of its officers, agents and employees from and against all claims, actions, suits, demands, proceedings costs, damages, and liabilities, from any acts or omissions of supplier or any agent, employee, subcontractor, or supplier of supplier in the execution or performance of this purchase order.

14.4.7 The bidder agrees that any payments due under this contract will be applied towards any debt, including but not limited to delinquent taxes and child support that is owed to the State of Mississippi.

- 14.5 Any terms and conditions attached to a bid will not be considered unless the bidder specifically refers to them on the front of this bid form and encloses a legible and complete copy of the same without the need for further reference to any other document or source of information.

WARNING: Such terms and conditions may result in disqualification of the bid (e.g. bids with the laws of a State other than Mississippi, requirements for prepayment, limitations on remedies, etc.).

- 14.6 Information, documentation, and other material in connection with this solicitation or any resulting contract may be subject to public disclosure pursuant to the Mississippi Public Records Act. The bidder may mark confidential trade secrets and proprietary information; however, DSU will comply with the Mississippi Public Records Act and may be required to release such information unless exempt from disclosure as required by Miss. Code Ann. 25-61-1, et seq. and 27-104-151, et seq.
- 14.7 The bidder agrees not to discriminate in employment practices and shall comply with all federal and state laws regarding equal employment opportunities and non-discrimination.
- 14.8 The bidder represents and warrants that it will ensure compliance with the Mississippi Employment Protection Act and will register and participate in the status verification system (E-Verify) for all newly hired employees as required by Miss. Code Ann. 71-11-3.

16. **ADDENDA**

Addenda modifying plans and/or specifications may be issued if time permits. Should it become necessary to issue an addendum within the three-day period prior to the bid opening, the bid date will be reset giving bidders ample time to answer the addendum. When replying to a bid request on which an addendum has been issued, the bid shall indicate that provisions of the addendum have been noted and that the bid is being offered in compliance therewith. Failure to make this statement may result in the bid being rejected as not being in accordance with the revised specifications or plans.

17. **ALTERNATE BIDS**

Alternate bids unless specifically requested will not be considered. An alternate is considered to be a bid that does not comply with the minimum provisions of the specification.

18. **SPECIFICATION CLARIFICATION**

Inquiries pertaining to IFBs must include the IFB Title and opening date. It shall be incumbent upon all bidders to understand the provisions of the specification and to obtain clarification from the DSU Office of Procurement Services prior to the time and date set for the bid opening. Such clarification will be answered only in response to a written request. No clarification will be offered as a response to a telephone request.

19. **BID OPENINGS**

Bid openings will be conducted open to the public. However, they will serve only to open, read and tabulate the bid price on each bid. No discussion will be entered into with any vendor as to the quality or provisions of the specifications and no award will be made either stated or implied at the bid opening.

20. **PAYMENT**

Supplier shall submit one copy of an itemized invoice showing order number and agency purchase order number. DSU will incur no penalty for late payment if payment is made in 45 or fewer days from receipt of goods or services and an uncontested invoice.

21. **FIRM BID PRICE**

Prices quoted shall be firm for the term of the contract except that Delta State University shall receive the benefit of any price decrease in excess of five per cent (5). The vendor must provide written price reduction information within ten (10) days of its effective date.

END OF GENERAL CONDITIONS

Delta State University Agricultural Aircraft Operations Career Pathway Program (AAOCP) Request for Training Partner

Project Details

Location:	Delta State University Cleveland Municipal Airport Cleveland, MS 38733	
Basic Scope:	Provide specialized training for commercial agricultural aviators to support Delta State University's Agricultural Aircraft Operations Career Pathway Program (AAOCP).	
Due Date:	Proposals are due September 11, 2025 at 2:00 PM CDT. No late proposals will be reviewed.	
DSU Contacts:	Mrs. Mechelle Jones mdjones@deltastate.edu 662-846-4046	Dr. Joe Childs jchilds@deltastate.edu 662-846-4201

Project Overview: Base Bid

The recent increase in demand for agriculture (AG) aviation pilots has arisen because of anticipated shortages due to aging out/retirement of existing pilots and growth in the industry. Aerial applicators are crucial to the industry of agriculture and industry and other stakeholders have engaged with Delta State University to address this need.

This career choice is technically challenging but provides an efficient, economical solution to the country's agricultural producers. The Agricultural Aircraft Operations Career Pathway (AAOCP) program at Delta State University (DSU) is an avenue available to future aerial applicators looking for formal training in the AG Aviation field. Entry level requirements include obtaining FAA Commercial Pilot Certifications, Instrument Rating, training in specialized basic agricultural aircraft (taildragger crop dusters) equipped with modern navigation and application systems, and industry standardized training aligned with the National Agricultural Aviation Association (NAAA) professional guidelines in all aspects of application, safe pesticide use, entomology, public safety, etc. Optional advanced training in turbine engine aircraft broadens an ag pilots career options.

The next program cohort runs from October 2025 through May 2026 and will be delivered entirely through DSU's Continuing Education Department utilizing the curriculum,

leadership and assets from the College of Business and Aviation, Division of Aviation and third-party training partners authorized under a training services agreement.

Delta State University invites qualified third-party training providers to respond to this Request for Proposal for the following scope of work:

1. Base Bid: Specialized training in basic and high-performance ag pilot training to meet the specialized agricultural pilot knowledge and skills training according to 14 CFR §137.19(e) standards. (Training Phase Three below)
2. Alternate: A minimum of 10 hours of Optional Turbine Aircraft Training leading to endorsement of turbine-powered airplane training to meet the requirements of 14 CFR § 61.129 (a)(3)(ii) standards. (Advanced Add-on Option below)

General Information, Parameters, and Requirements

This is the fourth cohort of students, and the program has varying configurations since its inception. The university expects to enroll from 8-12 students, depending on capacity and availability of funding for student fees. The learning outcomes of the program include:

- Students will complete their FAA Commercial Pilot-Airplane Certificate with Instrument Rating.
- Students will complete specialized agricultural application training in knowledge and skills according to 14 CFR§137.19(e) standards.
- Students will be workforce-ready for entry level positions as professional agriculture applicator pilots.

The basic training program consists of a blend of instruction from DSU's Division of Commercial Aviation and a third-party service provider. From the student point of view, the experience should be a seamless transition from one phase of training to the next, which requires coordination and collaboration between DSU and the training provider.

Delta State University collaborates with industry stakeholders and designated funding from grants and other sources to award student scholarships toward training. Final decisions on the amount of any scholarship award will be the responsibility of DSU, with consideration and input from stakeholders, and in accordance with the specific limitations and requirements of the funding source.

Figure one illustrates the qualification, training phases of the standard program and the optional turbine endorsement. The dark green boxes represent the phase of training conducted by DSU assets and personnel. The tan boxes represent the phase of training conducted by a third-party service, including the advanced turbine training.

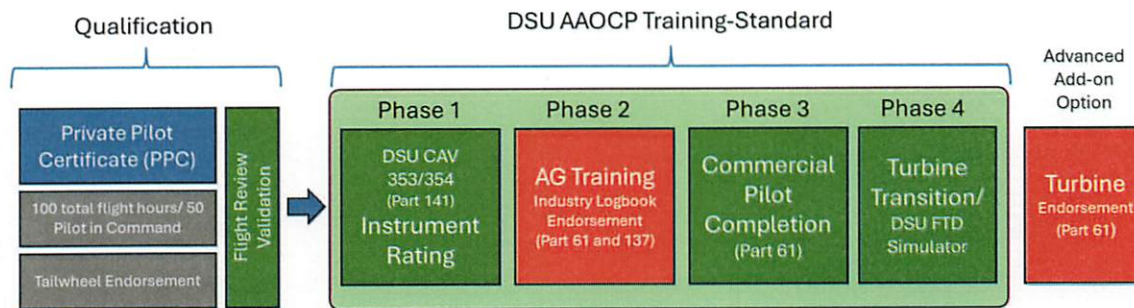


Figure 1: Training Flow

Student Qualification

Delta State University makes the final decision for acceptance into the program, based on a rubric and recommendations from a selection committee comprised of DSU personnel, industry stakeholders, and the third-party provider. To qualify to be reviewed for acceptance, the minimum qualifications include:

- A career goal to become a professional ag pilot and recommendation or sponsorship from an industry stakeholder.
- Selection priority may be given to Mississippi residents who intend to start their careers in the state, based on program capacity and the requirements of scholarship, grant, or other program funding requirements.
- FAA Pilot Private Certificate or above.
- 100 or more hours total flight time, including at least 50 hours of pilot in command.
- At least 10 hours of tailwheel aircraft instruction and endorsement per CFR 14 Part §61.31(i) that includes additional training in upset recovery and ground-loop prevention, cross-wind, short-field and soft-field take off and landings.
- Agreement to adhere to DSU policies, including housing, student conduct and academic standards and participation in required industry specific meetings and conferences.
- All accepted applicants must successfully complete a Private Pilot Flight Review as described in 14 CFR §61.56 from a DSU authorized or approved flight instructor, including additional assessment in tailwheel aircraft to include cross-wind, short-field, and soft-field landings. This review must be completed within 30 days of the start of Training Phase One. Any remedial flight or ground training required to achieve competency must be completed prior the start of Training Phase One. If a student requires remedial or flight and/or ground training, a training plan will be developed and agreed upon with the student and the DSU Divisional chair or designee. Students who fail to achieve standards in a reasonable period may be dismissed.

Training Phase One: Instrument Rating Training (Approximately 50 hours flight)

Objective: Completion of the Instrument Rating through Delta State University's FAA Part 141 Training Course Outline, Course codes CAV353/354.

Applicants who enter the program with their instrument rating may skip this phase of training, provided they successfully complete an Instrument Flight Review from a DSU authorized or approved flight instructor within 30 days of progressing to Training Phase Two. The Private Pilot Flight Review in a tailwheel aircraft may be combined with the Instrument Flight Review. Any remedial flight or ground training required to achieve competency must be completed prior to moving to Training Phase Two. If a student requires remedial or flight and/or ground training, a training plan will be developed and agreed upon with the student and the DSU Divisional chair or designee. Students who fail to achieve standards in a reasonable period may be dismissed.

Base Bid Portion/Phase Two: Specialized Training in Basic and High Performance AG Flight Training (approximately 55 hours of flight)

Objective: Students will achieve competence in Specialized Agricultural Pilot Knowledge and Skills Training according to 14 CFR §137.19(e) standards leading to the appropriate endorsements therein. These flight hours may contribute to the total required to take the FAA Commercial Pilot-Airplane Practical Exam.

Part A: Completion of practical training that includes a minimum of: 55 hours of ag specific tailwheel aircraft for the purpose of demonstrating competency and basic aerial agriculture pilot skills.

- 20 hours of dual flight instruction in ag specific maneuvers including short-field/soft-field takeoffs, approaches to the work area, flare-outs, swath runs, pullups and turnarounds, etc.
- 25 hours of pilot-in-command in ag operations including supervised ground observation assessment with student debriefing.
- 10 hours in high performance ag aircraft, of which at least 5 hours is dual and the remaining logged as either pilot-in-command with a supervised instructor, or as dual instruction.
- Associated pre and post flight briefings and ground school associated with specialize ag flight maneuvers and aircraft systems consistent with the Agricultural Airman Guidelines as aligned with the National Agricultural Aviation Association (NAAA) and National Agricultural Aviation Research and Education Foundation (NAAREF).

Part B: Ground school training to prepare students for the industry standard knowledge to comply with 14 CFR §137.19(e). This phase of training can be sequenced at the convenience of the student and their other phases of training. The expected outcome is that students pass a state or national level standardized exam.

Phase Three: Commercial Completion Maneuvers Instruction, Night, and Cross-Country (approximately 45 hours)

Objective: Completion of the Commercial Pilot Certificate from DSU to meet the aeronautical experience of 14 CFR §61.129 by passing the Commercial Pilot-single engine FAA practical exam.

Part A: Completion of practical training, pilot-in-command, technically advanced training, and cross country to complete the requirements and endorsement for the FAA Commercial Pilot Certificate-single engine Practical Exam. This phase includes approximately 20 hours of dual instruction in commercial maneuvers, instrument, night, and cross country, and check ride preparation to meet the requirements of which a minimum of 10 hours of instruction in technically advanced aircraft. The total flight time and specific requirements may vary based on the student's previous flight experience.

Part B: Commercial Ground School Training from DSU by completing the ground school requirements embedded in CAV 352: Commercial Pilot Ground School and pass the FAA Knowledge Exam for Commercial Pilot-Airplane. Students who enter the program with their FAA Knowledge Exam completed will be required to spend approximately five hours of oral and written instructional validation. This needs to be completed prior to the student taking their FAA Practical Exam from a designated examiner.

Phase Four: Air Tractor 802 Transition and Simulator Training

Objective: Students will become proficient with the systems, flight characteristics, operations, and application of the Pratt & Whitney PT6A powerplant and AT-802 aircraft systems platform.

The AT-802 platform is a common high-performance turbine-powered aircraft used in ag aviation and other industries. It requires knowledge, skills, and acumen. This transition training prepares students to more rapidly achieve proficiency in the actual aircraft. This training will utilize DSU's new high-fidelity simulator developed by CATI, Inc. and qualified ag subject-matter expert instructors contracted directly by DSU.

Alternative Bid/Advanced Add-on Option: Turbine-Engine Airplane endorsement.

Objective: Students will achieve proficiency in turbine-engine airplanes in order to comply with the endorsement requirements in 14 CFR § 61.129 (a)(3)(ii).

Students who successfully have completed the DSU AAOCP Standard Training, or by permission, may enroll in this option, provided by the third-party training provider. The outcome is logbook endorsement to meet the requirements in 14 CFR § 61.129 (a)(3)(ii) and basic competency in piloting the aircraft in agricultural operations. Use of an appropriate simulator and other training devices may be integrated into the endorsement training. Flight hours may contribute to the total required to take the FAA Commercial Pilot-Airplane Practical Exam, if applicable.

Expectations of Training Provider:

- Participate in the student selection process, with the final decision for admittance the responsibility of DSU.
- Conduct training according to industry's best practices, consistent with the culture and tone of DSU.
- Provide a training syllabus and pertinent student guidelines unique for the training provider's phase of training.
- Provide documentation of training records and progress reports as requested by DSU.
- Coordinate training schedules for all required learning and testing activities with DSU Flight Operations, where applicable when there are overlaps in training phases.
- Provide evidence that all aircraft are airworthy, properly maintained, and insured to DSU and Mississippi Institution of Higher Learning standards (at the point of contract execution).
- Provide evidence that all instructors are qualified to perform the duties or which they are assigned. All student instructors must successfully complete a DSU background check.
- Coordinate with DSU's safety management and protocol system for safety culture and reporting.
- Follow DSU processes for monitoring and assessing adequate student progress.
- Follow DSU processes for student conduct and due process.
- Maintain professional demeanor and decorum in all interactions with students and DSU.
- Coordinate all public relations and marketing/social media activities, including events, with DSU.
- Comply with other terms and conditions of a training partnership agreement and other DSU and statutory compliance requirements.
- Submit monthly log reports and invoices including actual training delivered per student in the format outlined in Appendix A, net 45 days.

Proposal Requirements

Bidders must submit proposals for the base and if desired, the Alternative: Optional Add-on. If bidding on both, each must be clearly delineated. All bidding requirements below are required for each.

Delta State University will select award a bidder for each Alternative based on the same metric as shown in the "Proposal Evaluation" section.

The Bidder's proposal for each Alternative must include the following information (See Appendix A):

- 1) A description of the overview of the Bidder's proposal describing its capabilities, experience, and other pertinent factors related to successful execution.
- 2) A price per student, assuming a cohort makes with a minimum of eight and a maximum of twelve students
 - a. A breakdown and brief discussion of each sub-phase of flight training, such as type aircraft and hourly usage rate, instructor rate for flight (Hobbs meter time) and any pre-and post-flight briefing time.
 - b. A breakdown of each phase of ground instruction, including training materials, books, etc. and budgeted price for each.
 - c. Reasonable administrative fees per student may be applied.
- 3) Description of aircraft type to be used.
- 4) Description of the requirements of flight and ground instructors to be used.
- 5) Description of the training syllabi or training course outlines.
- 6) Description of training facilities, classrooms, etc. to be conducted at, or in the immediate vicinity of Cleveland Municipal Airport, Mississippi, available for use from October 2025 through May 2026.

Proposal Evaluation

Delta State University will have a team comprised of Dr. Edwin Craft (Vice-President of Finance), Dr. Leslie Griffin (Provost), Dr. Joseph Childs (Dean, College of Business and Aviation, DSU Chair of the Division of Commercial Aviation or a designated representative from the industry, Ms. Sheila Millican (Aerial Applicator Program Coordinator) to evaluate each proposal. Proposals will be evaluated based on the following rubric:

Percentage	Description
30%	Pricing
30%	Industry Experience
20%	Curriculum and Program Capabilities
10%	References
10%	Past Experience with Delta State University

Appendix A

A description of the overview of the Bidder's proposal describing its capabilities, experience, and other pertinent factors related to successful execution.

(Limit to 2 pages)

Bid Pricing Sheet Per Student

(add additional rows if necessary)

Training Sub-phase	Instructional Hours	Price (\$) / Hour	Sub-Phase Total Price
Instructional materials, books			
Administrative fee			
Total Per Student			

Description of aircraft type to be used
--

List category, make, model for each.

Description of the requirements of flight and ground instructors to be used
--

List the minimum requirements such as certifications, ratings, flight hours, instructional experience, industry experience, etc.
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Description of the training syllabi or training course outlines
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This can be attached as a separate document or file only for the training phase for which you are bidding.
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Description of training facilities, classrooms, etc. to be conducted at, or in the immediate vicinity of Cleveland Municipal Airport.
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Include address or proximate location on the airport, classroom size(s), briefing room(s), student lounge, restrooms, and facilities floorplan.

References
Include at least three references

Include at least three references

Past Experiences with Delta State University
Please provide a brief summary of past experiences, if any, with Delta State.

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