



SANFORD AIRPORT AUTHORITY

REQUEST FOR QUALIFICATIONS

FOR COMMERCIAL REAL ESTATE AND LAND DEVELOPMENT SERVICES

MANDATORY PRE-SUBMITAL CONFERENCE

SEPTEMBER 23, 2016

2:00 P.M

MINUTES

PRESENT: Frank Ioppolo, Jr., Chairman
William R. Miller, Board Director

STAFF: Diane H. Crews, President & CEO
George D. Speake, Executive Vice President & COO
Don Poore, Chief Financial Officer
Jerry Crocker, Director of IT
Jennifer Taylor, Project Coordinator
Jacquelyn Lauterbach, Leasing Manager
Al Nygren, Property Manager
Lori Hunt, Administrative Assistant

OTHERS PRESENT: David Cattell, NAI Realvest Targeted Sites
Brian Clark, C & S Companies
Ed Miranda, Zyscovich Architect
Rachel Saunders, NAI Realvest
Dan Ping, Growth Spotter

Mary Soderstrum, AVCON Inc.

Jeremy Owens, Foundry Corp

Richard Crotty, Richard Crotty, Richard Crotty Consulting/Crotty Properties

Chase Hale, Lambert Advisory

Jonathan Hand, Atkins

Santiago Fernandez, BRPH

Monica Wonus, CBRE

Ann Rossini, CBRE

1. Introduction

President Crews welcomed all the attendees and introduced Chairman Ioppolo and Board Director Miller/Chairman of EDAC and asked everyone to introduce themselves. President Crews stated the purpose of the meeting is to provide clarification and additional information on the properties and airport in general as well as go over the timeline and provide an opportunity for questions. The meeting was publically noticed in the Sanford Herald. President Crews stated she is the single point of contact; her email address was provided in the RFQ.

2. Review of RFQ Timeline

- a. September 30 5:00 p.m. Deadline for Requests for Information (RFIs)**
- b. October 7 2:00 p.m. Deadline for Final Submittal**
- c. To be determined Proposal review by Economic Development Advisory Committee**
- d. To be determined Interviews/Presentations**
- e. December 6 8:30 a.m. Final Approval by Sanford Airport Authority Board of Directors**

President Crews reviewed the timeline for the RFQ and referenced the SAA website; a presentation of the aerals was shown. All properties that are developable are shown on the website. The Engineering consultants have shown everything that is developable, although a lot of property is constrained by airfield rules and regulations. One correction was made, the RFQ stated the focus was non-aviation development, but the 489 acres identified does include some aviation land. President Crews noted that there are individuals with aviation experience and expertise involved in the process and if there is an opportunity for someone to work on aviation development, that is

something that will be considered. The primary focus for the RFQ is on commercial development of non-aeronautical parcels.

3. Review Developable Parcels (Exhibit A) online

- a. Northwest 159.35 acres**
- b. Northeast 165.78 acres**
- c. Southwest 52.53 acres**
- d. Southeast 111.54 acres**

President Crews reviewed each of the four quadrants in the proposal and referenced the Airport Commerce Park as needing special attention in the consideration of the submission.

4. Red Cleveland Boulevard Site

a. Adjacent to Allegiant East Coast Training Center

President Crews referenced the Allegiant East Coast Training Center presently under construction on private property adjacent to the Airport and noted that construction of a hotel is planned on nearby SAA property [on Airport Boulevard] President Crews stated the Allegiant training facility will be used to train thousands of people, and there are no facilities nearby to support them; it is hopeful the SAA property will attract that type of development. At the entrance from Red Cleveland Boulevard, access has been given to go across SAA property; Allegiant will maintain and create the entrance as well as provide access to the SAA parcel. Allegiant is also looking at a future hotel on their site.

President Crews referenced the proximity of the Lake Mary Boulevard developable properties to the new Seminole County Sports Complex and the need for amenities, and development plans to show options to meet those needs.

5. Airport Commerce Park

- a. Redevelopment/Business Plan**
- b. Transition Phases**
- c. High occupancy rate/primary revenue center**

President Crews stated the Commerce Park is comprised of a mix of existing properties. This was a Naval Training Center for many years and is how the airport started. Naval Air Station Sanford was last active during the Vietnam War, de-activated in 1968, 1969 deeded back to the City of Sanford and became a general aviation facility. SAA was created in 1971 by special act of the Florida Legislature. A lot of old infrastructure was inherited, and much rehabilitation, repair and replacement has occurred, such as the recent complete of a \$30+ million project rehabilitating the southwest apron which is primarily general aviation and serves commercial aircraft as well. The

Airport Commerce Park houses many older buildings from the 1950's although a number of those have been demolished and demolition continues on an as- needed basis. Most of those older buildings are currently leased as they are viable for different industries and are functional. In with the old buildings are a number of new buildings, i.e. Superchips, now Powerteq, who built their international headquarters in 2003, and 84 Lumber who built a new facility within the last ten years. The Commerce Park is successful with over 98% lease occupancy although there are not a lot of amenities, and there are older roads minus curbs, gutters, or sidewalks. She noted that the Airport is an attractive location for businesses, both aviation and non-aviation related. President Crews requested ideas for rehabilitating the Commerce Park and redeveloping it, along with developing a business plan for that purpose. President Crews stressed that a viable transition plan is necessary because in the meantime the Airport depends on the real estate operation revenue to fund over half the operating revenue for the entire Airport's day to day operations.

6. Review Website – www.osaa.net –Business Opportunities

President Crews referred to the Business Opportunities section on the website which indicates sites where the development process has begun. She stated it was determined thru the SAA Board, EDAC and staff that outside expertise be used to define the highest and best uses for properties.

7. Scope of RFQ

- a. **Creation of development plan including conceptual site plans**
 - I. **Stress Flexibility**
 - II. **Property – For Lease Only**
- b. **Define market approach**
- c. **Identify and discuss potential resources for funding of development**
- d. **Compensation Plan**
 - I. **In-process projects excluded**
- e. **Identify Primary Contact**

8. Questions & Answers

Question: In respect to the RFQ and your expectations of our project approach, the RFQ is asking for a project approach and the team that will execute that approach, you are not looking for a solution?

Answer: Correct, your approach should identify some ideas you have for us and comparable experience in the past.

Question: what is the timing on the terminal expansion and the capital commitment to that?

Answer: The Terminal Expansion is a \$43 million project, kick off of construction anticipated May 2017, and a three year construction cycle. The project will add four gates, and the existing footprint is being redeveloped as more user friendly and to maximize existing space. The new design departs from Terminal A/International and Terminal B/Domestic designations, and changes to Arrivals and Departures like other airports, with centralized screening instead of security screening in both terminals. The approach to the airport will be more efficient, and there will be a building addition on the west side to create more ticket counters. An aircraft will be mounted in the terminal as a memorial to our heritage as a naval air station. The project will provide for the next five to ten years of growth. This year there will be almost 3 million passengers, two years ago over 2 million, last year 2.5 million. SFB is one of the fastest growing airports in North America, and the fastest growing among airports between 2-5 million passengers.