



Alaska AeroNexus® Alliance

Request for Interest: Commercial Developers

Background:

In 2014-2015, the Alaska International Airport System commissioned a third-party analysis to determine whether there were substantial opportunities for Anchorage to attract value-added business operations related to the air cargo capabilities of the Alaska International Airport System ([“AIAS Air Cargo Related Economic Development: Opportunity Assessment”](#)). The Opportunity Assessment Report concluded there were significant niche opportunities that Anchorage could be competitive for, including clinical trials logistics, automotive electronics warehousing and consumer electronics final assembly and warehousing.

After further due diligence work in 2015, the Alaska AeroNexus® Alliance (A³) was established in January 2016 to pursue these opportunities with the goal of making Anchorage a global center of airport and aviation-related economic development. A³ is a partnership composed of three organizations: Anchorage Economic Development Corporation (AEDC), Alaska International Airport System (AIAS) and Municipality of Anchorage. A³ is pursuing business development opportunities identified in the “Opportunity Assessment”, focused on attracting more value-added investment to Anchorage. The types of projects being targeted include warehousing and distribution operations, packaging, and product assembly. Business operations being targeted for this effort include, but are not limited to:

- Pharmaceuticals: Clinical Trials Depot
- Automotive Electronics: Warehouse and Final Assembly Center
- Consumer Electronics: Warehouse and Customization Center

This effort has the opportunity to generate new investment, create employment opportunities, and broaden Anchorage and Alaska’s tax base. A key priority of A³ is presenting business opportunities that are as complete as possible, including real estate, workforce resources and private sector partners who are excited by the new possibilities offered by A³’s effort. Research of target industries, operations and companies has been completed, and outreach to prospective companies is well underway. The next key phase of A³’s effort is identifying businesses interested in exploring finance and commercial

development of facilities for these target opportunities, should a company choose to invest in Anchorage. The following information summarizes the requirements sought by A³ for this partnership.

Note: The commercial developer will be referred to as “Developer” throughout this document and the Alaska AeroNexus Alliance as “A³”.

Project Scope:

The targeted projects noted in the “Background” section are estimated to require at least \$6,500,000 to \$23,000,000 to finance real estate development needs. Facility types being targeted include clinical trials depots and warehouse assembly, and customization centers serving the automotive and consumer electronics sectors.

Work Requirements:

Qualifications:

A³ is seeking a commercial development partner who meet the following standards:

- Significant experience developing warehouse/industrial projects in Anchorage
- Willingness and ability to make recommendations on how pre-identified sites could be most effectively developed
- Willingness and ability to estimate development costs associated with the projects
- Willingness and ability to publicly endorse the A³ opportunities, whether through media or discussions with individual companies
- Significant experience developing warehouse/industrial projects nationally and internationally preferred but not required
- Experience developing projects or facilities located on airport-owned land preferred, but not required

Working Relationship with A³:

The working relationship between Developer and A³ is expected to be a collaborative one. All three members of A³ contribute to various components of this initiative. However, it should be expected that AEDC will be the Developer’s primary point of contact for this effort.

Please note: The A³-Developer partnerships are unique in both the benefits (see “Deliverables”) provided to the partners, as well as its flexible structure. As such, there are three important caveats to these agreements:

1. **Non-exclusivity:** A³’s approach to this economic development effort is a collaborative one; A³ is excited by the prospect of mutually beneficial partnerships with Developers meeting the stated qualifications. As such, this RFI does not imply or require any exclusive partnership between A³ partners and individual Developers. Developer is free to pursue projects with communities, organizations or

companies not named in this agreement. Conversely, A³ may partner with multiple property owners, developers and other companies in support of this project.

2. No promise of contract or investment: Each investing company is expected to have varying levels of interest, priorities and requirements for investing in Anchorage. Should a company choose to invest in Anchorage, the business may or may not choose to work with Developer. However, this marketing partnership will serve as a mutually beneficial opportunity for A³ and Developer to gain exposure to new business opportunities.

3. No exchange of funds: This RFI does not imply or require any exchange of funds between Developer and the A³ signatories of this agreement. Instead, it is intended that partner Developers and A³ will benefit from the elements described in the “Deliverables” section.

Deliverables:

A³ proposes a formal marketing partnership between Developer and A³, to the mutual benefit of all parties.

A³ will provide the following deliverables to Developer:

- Introductions to interested prospective companies, when interest rises to level of commercial developer discussions
- Inclusion of letter from Developer in proposal materials describing Developer’s ANC and Anchorage-related qualifications, relevant national and international project experience and interest in the project
- Developer’s partnership with A³ noted on Alaska AeroNexus® Alliance webpage
- Inclusion of Developer in select A³ publicity, public relations and earned media efforts where appropriate

In return, Developer will provide the following deliverables to the A³:

- Letter from Developer describing Developer’s Anchorage-related qualification, relevant national and international project experience and interest in the A³’s Project
- Development information including:
 - Estimated development costs for projects, as applied to sites identified by A³
 - Estimated timeline for development by phase (i.e. time that would be required for utility installation, structure completion, etc.)
- Supporting quotes and media interviews regarding the project and Anchorage, when requested
- Provide Developer representatives to meet with prospective companies

Deadline and Submission Format:

Interested developers should submit a letter describing their how their experience and expertise meets the standards outlined in the “Qualifications” section, and their interest in the project by April 21, 2017.

This submittal can include any supporting material the Developer finds relevant. This letter can be submitted electronically by email or in hard copy.

To send electronically, please email the letter and any attachments to Will Kyzer, Airport Business Development Director at wkyzer@aedcweb.com. To deliver by hardcopy, please mail to the following address:

Anchorage Economic Development Corporation

Attn: Will Kyzer, Airport Business Development Director

510 L Street, Suite 603

Anchorage, AK 99501