



## Alaska AeroNexus® Alliance

### Request for Interest: Finance Partners

#### 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 (A<sup>3</sup>) 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. A<sup>3</sup> is a partnership composed of three organizations: Anchorage Economic Development Corporation (AEDC), Alaska International Airport System (AIAS) and Municipality of Anchorage. A<sup>3</sup> 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 A<sup>3</sup> 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 A<sup>3</sup>’s effort. Research of target industries, operations and companies has been, and outreach to prospective companies is well underway.

The next key phase of A<sup>3</sup>'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 A<sup>3</sup> for this partnership.

Note: The financing entity will be referred to as "Finance Partner" throughout this document and the Alaska AeroNexus Alliance as "A<sup>3</sup>".

### **Project Scope**

The targeted projects noted in the "Background" section are estimated to each 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.

### **Qualifications:**

A<sup>3</sup> seeks Finance Partners who meet the following standards:

- Interest in providing complete or partial financing to projects of the cost estimate noted in the Project Scope section
- Significant experience financing warehouse or industrial projects
- Willingness and ability to publicly endorse Anchorage and the opportunities A<sup>3</sup> is pursuing, through media interviews and discussions with individual companies
- Experience and interest in taking ownership stakes in industrial buildings preferred, but not required

### **Working Relationship with A<sup>3</sup>:**

The working relationship between Finance Partners and A<sup>3</sup> is expected to be a collaborative one. All three members of A<sup>3</sup> contribute to various components of this initiative. However, it should be expected that AEDC will be the Finance Partner's primary point of contact for this effort.

Please note: The A<sup>3</sup> -Finance Partner arrangement is 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:** A<sup>3</sup>'s approach to this economic development effort is a collaborative one; A<sup>3</sup> is excited by the prospect of mutually beneficial partnerships with Finance Partners meeting the stated qualifications. As such, this RFI does not imply or require any exclusive partnership between A<sup>3</sup> partners and individual Finance Partners. Finance Partner is free to pursue projects with communities, organizations and companies not named in this agreement. Conversely, A<sup>3</sup> 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 Finance Partner. However, this business development partnership will serve as a mutually beneficial opportunity for A<sup>3</sup> and Finance Partner to gain exposure to new business opportunities.

3. No exchange of funds: This RFI does not imply or require any exchange of funds between Finance Partner and the A<sup>3</sup> signatories of this agreement. Instead, it is intended that Finance Partners and A<sup>3</sup> will benefit from the elements described in the “Deliverables” section.

#### **Deliverables:**

A<sup>3</sup> proposes a formal business development partnership between Finance Partner and A<sup>3</sup>, to the mutual benefit of all parties.

A<sup>3</sup> will provide the following deliverables to Finance Partners:

- Introductions to interested prospective companies, when interest rises to level of financing and real estate needs
- Inclusion of letter from Developer in proposal materials describing Finance Partner’s qualifications and experience
- Finance Partner’s partnership with A<sup>3</sup> noted on Alaska AeroNexus® Alliance webpage
- Inclusion of Finance Partner in select A<sup>3</sup> publicity, public relations and earned media efforts where appropriate

In return, Finance Partner will provide the following deliverables to the A<sup>3</sup>:

- Letter describing:
  - Company background
  - Financing services offered
  - Statement of interest regarding the opportunity to provide financing to projects of the scope described in the qualifications section
- Supporting quotes and media interviews regarding the project and Anchorage, when requested
- Willingness to meet with prospective companies

#### **Deadline and Submission Format:**

Interested companies should submit a letter describing their qualifications and interest meeting the previously described criteria by April 21, 2017. This submittal can include any supporting material the company 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](mailto: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