

**RFQ Information Session**  
 Des Moines Creek Business Park  
 November 16, 2007  
 10:00 AM

4<sup>th</sup> Floor Large Conference Room, Seattle-Tacoma International Airport

**Attendees:**

Name	Company	Phone	E-mail
Susan Kemp	Hart Crowser	206-324-9530	<a href="mailto:susan.kemp@hartcrowser.com">susan.kemp@hartcrowser.com</a>
Karleen Belmont	PACE Engineers	425-827-2014	<a href="mailto:karleenb@paceengrs.com">karleenb@paceengrs.com</a>
John Weed	PACE Engineers	425-827-2014	<a href="mailto:johnw@paceengrs.com">johnw@paceengrs.com</a>
Phil Cheesman	PACE Engineers	425-827-2014	<a href="mailto:philc@paceengrs.com">philc@paceengrs.com</a>
Tim Sharman	ProLogis	253-852-3524	<a href="mailto:tsharman@prologis.com">tsharman@prologis.com</a>
Scott Strine	ProLogis	303-567-5676	<a href="mailto:sstrine@prologis.com">sstrine@prologis.com</a>
Heather Sanders	Madison Development	425-889-9500	<a href="mailto:heather@mdgllc.net">heather@mdgllc.net</a>
Jim Gallagher	Madison Development	425-889-9500	<a href="mailto:jim@mdgllc.net">jim@mdgllc.net</a>
H. Earl Reynolds	Transystems/Cargo Ventures	503-232-2117	<a href="mailto:hereynolds@transystems.com">hereynolds@transystems.com</a>
Dale Couture	AHBL	253-383-2422	<a href="mailto:pdcouture@ahbl.com">pdcouture@ahbl.com</a>
Eric Leland	Duke Realty	425-922-5479	<a href="mailto:eric.leland@dukerealty.com">eric.leland@dukerealty.com</a>
Sean Comfort	AHBL	253-383-2422	<a href="mailto:scomfort@ahbl.com">scomfort@ahbl.com</a>
Mel Blackstone	AHBL	253-383-2422	<a href="mailto:mblackstone@ahbl.com">mblackstone@ahbl.com</a>
Dan Johnson	IAC	847-748-3000	<a href="mailto:djohnson@jetcargo.com">djohnson@jetcargo.com</a>
Todd Berryhill	AMB	415-733-9962	<a href="mailto:tberryhill@amb.com">tberryhill@amb.com</a>
Patrick Gemma	Panattoni	206-248-0282	<a href="mailto:pgemma@panattoni.com">pgemma@panattoni.com</a>
Mark Eshelman	Panattoni	206-248-0555	<a href="mailto:meshelman@panattoni.com">meshelman@panattoni.com</a>
Lindsey Adams	Panattoni	206-248-0555	<a href="mailto:ladams@panattoni.com">ladams@panattoni.com</a>
Jacqui Ooley	Long Bay Enterprises	206-854-8936	<a href="mailto:joooley@isomedia.com">joooley@isomedia.com</a>
Mark Percy	Majestic Realty Co.	562-948-4363	<a href="mailto:mpercy@majesticrealty.com">mpercy@majesticrealty.com</a>
Dennis Rattie	Tarragon	206-233-9600	<a href="mailto:drattie@tarragon.com">drattie@tarragon.com</a>

**Questions & Answers:**

**# Questions**

- 1 *Will the Port be willing to consider a ground lease longer than 75 years?*  
 No, by state law, the ground lease can't exceed 75 years. Extending this term limit would require legislative action.
- 2 *What is the possibility of the Port designating the site a foreign trade zone (FTZ)?*  
 Although the Port has not proceeded with the FTZ designation, this could be pursued in future negotiations with the selected developer.
- 3 *Why is the retail amount set, at most, at 1/3 of the development?*  
 This was the amount determined by both the Port and City of Des Moines to be an appropriate amount to accommodate the desired development mix among retail, logistics, light manufacturing uses, etc. A retail component is not required, and other mixes of uses will be considered.
- 4 *Is the retail portion limited to big-box retail?*  
 Big-box was the envisioned retail use, however, other retail uses could be considered.
- 5 *Did the NEST study address retail?*  
 No, both the NEST study and the Conceptual Master Plan (CMP) did not consider retail. Retail became a consideration through inquiries to the City and the Port. The viability of retail will be further analyzed

based on the proposals received from the development community.

- 6 *Does the Port own all the property within the business park?*  
Yes, except for the rights-of-way which will be vacated and for a small portion on the southern border of the site which the Port is currently negotiating with the State Department of Transportation.
- 7 *What is the timetable for using the property as a “borrow” site?*  
Borrowing dirt was originally planned for the site for the 3<sup>rd</sup> runway. However, this is no longer the case and no borrowing will occur from the site. All grading work will be the developer’s responsibility.
- 8 *Which individuals will be on the selection committee?*  
Representatives from both the Port and the City of Des Moines.
- 9 *Are there, or have there been, any structures on the site?*  
The site was once a residential neighborhood with houses, which have all been removed. In addition, there was a garage-type structure at the southern end of the site which has been demolished.
- 10 *Are there any environmental concerns related to the site?*  
An EIS was done on the site, and it indicated that there were no environmental clean-up concerns. There are some wetlands and critical areas, but no “dirty dirt.”
- 11 *Is the site accessible for visiting now?*  
The interior of the site can’t be accessed, but you can drive along the eastern and southern boundary of the site. If there is sufficient interest in visiting the site, the Port can provide a tour of the property. Email Mark Griffin at [griffin.m@portseattle.org](mailto:griffin.m@portseattle.org) if you are interested.
- 12 *Has there been any geo-technical work done on the site?*  
Both the EIS and conceptual master plan summarize the geo-tech work that has been done to date.
- 13 *What will the FAA’s role be in the development of the property?*  
The Port will be required to pay the FAA a portion of the revenues generated based on the FAA’s original contribution to purchase of the site. This will be embodied in an agreement between the Port and the FAA. Consequently, the FAA will have some indirect review and approval of the ground lease between the Port and the selected developer.
- 14 *Is there a boundary map and topographical map available?*  
Yes, on the Port’s website at [www.portseattle.org](http://www.portseattle.org). Click on “Airport Business” in the middle of the page under “Business & Economic Development.” Once there, on the right hand side under “Related Info”, there is information on the site and RFQ.
- 15 *Are improvements to 24<sup>th</sup> Ave. scheduled as part of the development?*  
There will be frontage improvements required to 24<sup>th</sup> Ave. as part of the project.
- 16 *Will truck traffic, and its impacts, be part of the consideration of the proposals?*  
The EIS and conceptual master plan analyzed truck traffic related to the development. The City would like to avoid, as much as possible, truck traffic along S. 216<sup>th</sup> Street.
- 17 *Has the City of SeaTac been involved as well?*  
Yes, they were involved during the EIS process and both the City of Des Moines and the City of SeaTac are collaborating on truck traffic issues and work involving land between 24<sup>th</sup> Ave. and International Boulevard.
- 18 *Could there be delays to the RFQ process timeline?*  
Delays are not anticipated. There are no holdover tenant issues. The site is vacant.
- 19 *Are there other parcels owned by the Port in close proximity to the property?*  
Yes, the Port owns other property around the site. These properties may be considered for future development but aren’t part of this RFQ process.

- 20 *Is it possible that fill from the site can go to other Port properties?*  
That may be a possibility, but it is not envisioned at this time.
- 21 *Is there any update on current/future road projects in the area?*  
The Port is working with the City of Des Moines on future improvements to 24<sup>th</sup>/28<sup>th</sup> Avenue. The plan for the extension of SR 509 is very uncertain and is not a near-term likelihood. The City of Des Moines is looking into state grants for road work around the site, including the 24<sup>th</sup>/28<sup>th</sup> Avenue connection.
- 22 *Are there any community groups to be aware of at this time?*  
Not that the Port or the City are aware of.
- 23 *How did retail get into the mix?*  
Developers with relationships with retailers voiced interest in developing retail at the site.
- 24 *Is there a report available outlining the logistics/air cargo demand associated with the site?*  
Yes, a summary can be downloaded following the same link listed in Question 14.
- 25 *How will the Port prioritize the desired elements in its review of the development proposals?*  
The Port would like the proposals to meet as many of the desired goals outlined in the RFQ as possible. However, we haven't assigned any specific weighting other than that outlined in the RFQ: the developer's experience will be weighted 40%, the preliminary development concepts 40%, and financial capacity 20%. The Port and City would like the development community's best thinking about how best develop the site.
- 26 *Will a development plan need to be approved by the City of Des Moines?*  
Yes, there will be a review and approval process by City staff according to the provisions of Resolution 1049 and Des Moines Municipal Code Section 18.25.
- 27 *Is there an opportunity to adjust the current roadway structure within the conceptual master plan alternatives, i.e. where they intersect with 24<sup>th</sup> Ave.?*  
Yes, there is an opportunity through the development proposals to re-think the roadway system.
- 28 *How long a time period is envisioned for approval of the master plan?*  
The review process will take 45 days from the City's receipt of a complete application.
- 29 *Does the Port have other properties in the development pipeline?*  
Yes, the Port is working with the City of Burien on the development of property in the Northeast Redevelopment Area (NERA) located north of highway 518 and west of Des Moines Memorial Drive. In addition, the Port is working with the City of SeaTac on development of the 55-acre parcel located north of the Boeing Spares building.