

**MINUTES OF THE
SANFORD AIRPORT AUTHORITY
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING
THURSDAY JANUARY 5, 2017**

PRESENT: William R. Miller, Chairman
U. Henry Bowlin
Jennifer T. Dane
Tom Green
Tim M. Slattery

ABSENT: None

STAFF PRESENT: Diane Crews, President & CEO
George Speake, Executive Vice President of Operations & COO
Don Poore, Chief Financial Officer
Jerry Crocker, IT Director
Thomas Fuehrer, SAAPF
Lori Hunt, Administrative Assistant
Jacqueline Lauterbach, Leasing Manager
Al Nygren, Property Manager

OTHERS PRESENT: Frank S. Ioppolo, Jr., SAA Board Chairman
Stephen P. Smith, SAA Board Director
Roger Anderson BRPH
Marty Berman
Santiago Fernandez, BRPH
Jim Gilmore, IGS
John Gilreath, DRMP
Jonathan Hand, ATKINS
Beth Kirkland, BRPH
Scott Lloyd
Taylor Megia
Deborah Petrell, FFCFC
Dan Ping, The Bokey
Heather Soucy, BRPH
Craig Sucich, ATKINS
Bob Turk, City of Sanford Economic Development

1. CALL TO ORDER

The meeting was called to order at 12:37 p.m. by Chairman Miller.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. COMMENTS FROM THE PUBLIC

None

4. APPROVAL OF MINUTES OF THE MEETING HELD ON NOVEMBER 8, 2016

Motion by Board Director Dane, seconded by Board Director Bowlin to approve the minutes of the meeting held on November 8, 2016. Vote taken, none opposed. Motion Passed.

5. PRESENTATION BRPH 12:30 p.m. – 1:15 p.m. REQUEST FOR QUALIFICATIONS (RFQ) FOR COMMERCIAL REAL ESTATE AND LAND DEVELOPMENT

Santiago Fernandez, Director of Planning, BRPH introduced his team, presented his company overview. Partner with ATKINS, DRMP, Lloyd, IGS, FFCFC. Presentation followed.

6. PRESENTATION FOUNDRY COMMERCIAL 1:15 p.m.-2:00 p.m. REQUEST FOR QUALIFICATIONS (RFQ) FOR COMMERCIAL REAL ESTATE AND LAND DEVELOPMENT

Justin Ruby, Senior Vice President, Foundry Commercial introduced his team Peter Sutch, Executive Vice President CPH along with Javier Omana, Director of Land Planning and Jeremiah Owens, Senior Planner with CPH. Partner with CNL Commercial Real Estate, CPH Inc., HQ Capital Real Estate. Presentation followed.

7. PRESENTATION NAI REALVEST 2:00 p.m. – 2:45 p.m. REQUEST FOR QUALIFICATIONS (RFQ) FOR COMMERCIAL REAL ESTATE AND LAND DEVELOPMENT

Dave Cattell Commercial Broker/Project Lead NAI Realvest introduced George Livingston, Founder and Chairman of NAI Realvest, Rachel Saunders, Broker Associate, Ken Mack-Solden Marketing Director, Robin Webb, Managing Director, Pat Mahoney, President, Jon Walls, Development Director and Paul Marczak, Director Market Research. Presentation followed.

8. PRESENTATION ZYSCOVICH ARCHITECTS 2:45 p.m. – 3:30 p.m. REQUEST FOR QUALIFICATIONS (RFQ) FOR COMMERCIAL REAL ESTATE AND LAND DEVELOPMENT

John Cunningham, Managing Principal Zyscovich Orlando presented company overview. Partner with Lambert Advisory, LLC Marketing & Real Estate Economics; Avcon Inc., Transportation and Development Planning &

Engineering; Richard Crotty Consulting Group, LLC, Real Estate Broker; Grace Perdomo Project Manager Zyscovich. Presentation followed.

The Committee ranked the proposals and made a recommendation for consideration by the Board to award Request for Qualifications (RFQ) Commercial Real Estate and Land Development Services:

1. Zyscovich
2. NAI Realvest
3. BRPH
4. Foundry

9. PRESENTATION NAI REALVEST 3:45 p.m. – 4:30 p.m. REQUEST FOR PROPOSAL (RFP) FOR PROPERTY LEASING AND MANAGEMENT

Dave Cattell Commercial Broker/Project Lead NAI Realvest introduced Ben Lobby collaborator /colleague and Tom Miller Director of Property Management. Organizational chart for property management was distributed to the Committee. Presentation followed.

The Committee requested an operating P&L report for in-house property management for the last three years, and the projected 36 month roll-over of existing leases be provided for discussion at the next EDAC meeting.

10. OTHER BUSINESS

None

11. ADJOURNMENT

There being no further business, the meeting adjourned at 5:50 p.m.

Respectfully submitted,



Diane H. Crews, A.A.E.
President & CEO

/lh