



SANFORD AIRPORT AUTHORITY INVITATION TO NEGOTIATE

November 16, 2015

TO: INTERESTED PARTIES
FROM: DIANE CREWS, PRESIDENT AND CEO
RE: REAL ESTATE CONSULTANT SERVICES

OBJECTIVE

The Sanford Airport Authority (SAA) desires to maximize the value of its vacant land holdings for financial and optimal land use purposes.

STRUCTURE

The SAA will engage the services of a real estate consultant to assist the SAA and perform consultation services relative to the development of its vacant land parcels, as shown in the attached outparcel aerial and as may be further identified in the future.

SCOPE OF WORK

A. LAND USE PLAN

- a. Review the SAA properties available for development and make recommendations to consolidate properties for highest and best use.

B. MARKETING

- a. Market the SAA property to third party developers, national and regional companies and negotiate the contracts to ground lease or master lease the Project to these entities.

CONSULTATION AGREEMENT

The SAA and real estate consultant will enter into a Consultation Agreement, the terms of which will be negotiated between the parties.

DEADLINE FOR RESPONSE FROM INTERESTED PARTIES

December 7, 2015

CONTACT FOR MORE INFORMATION

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Attachment: Outparcel Aerial