

# Airport 31.45 Acre Parcel - Contract Discussion





# Overview

- Background/History
- Contract Negotiation
  - Reimbursement Agreement
- What's Next?
  - Ground Lease Agreement
  - Master Development Agreement



# Background/History

## Subject Site Information

- Parcel Number: 116-61-006A
- Cross Streets: South Pulliam Dr. / West JW Powell Blvd.
- Designated Opportunity Zone
- Zoned Highway Commercial





# Background/History

## **Timeline:**

- RSOQ was posted to Planet Bids (August 2020)
- Application Deadline (Sept. 2020)
- Evaluation Team Review (Oct. – Nov. 2020)
- Council direction to negotiate with highest scoring candidate (Dec.2021).
- Negotiations with Genterra Enterprises, LLC (Jan. 2021 – Current).



# Contract Negotiations

## Reimbursement Agreement

### Key Provisions:

- \$100K maximum reimbursement to Genterra for third party-party consultant work should the City decide to move in a different direction with this parcel or a master development agreement can not be reached.
- If reimbursement is necessary, the \$100K shall be paid from the Airport Contingency Fund.
- City maintains the right to review and approve all possible reimbursement requests in its discretion.
- City will be a beneficiary of all third-party contracts approved for possible reimbursement (entitled to the applicable work product).



# What's Next?



- Staff and Genterra will immediately begin negotiating a Terms Sheet and Ground Lease Agreement for this parcel.
- This Terms Sheet will outline key provisions for the Ground Lease such as revenue sharing from the leasing of this parcel and master development services.
- The Ground Lease will then come to Council for final approval.
- A Master Development Agreement, will be the last major agreement that will need to be reached before development begins.



# QUESTIONS AND COUNCIL DIRECTION

