



COS LAND SALE PROJECT VECTOR

CONFIDENTIAL

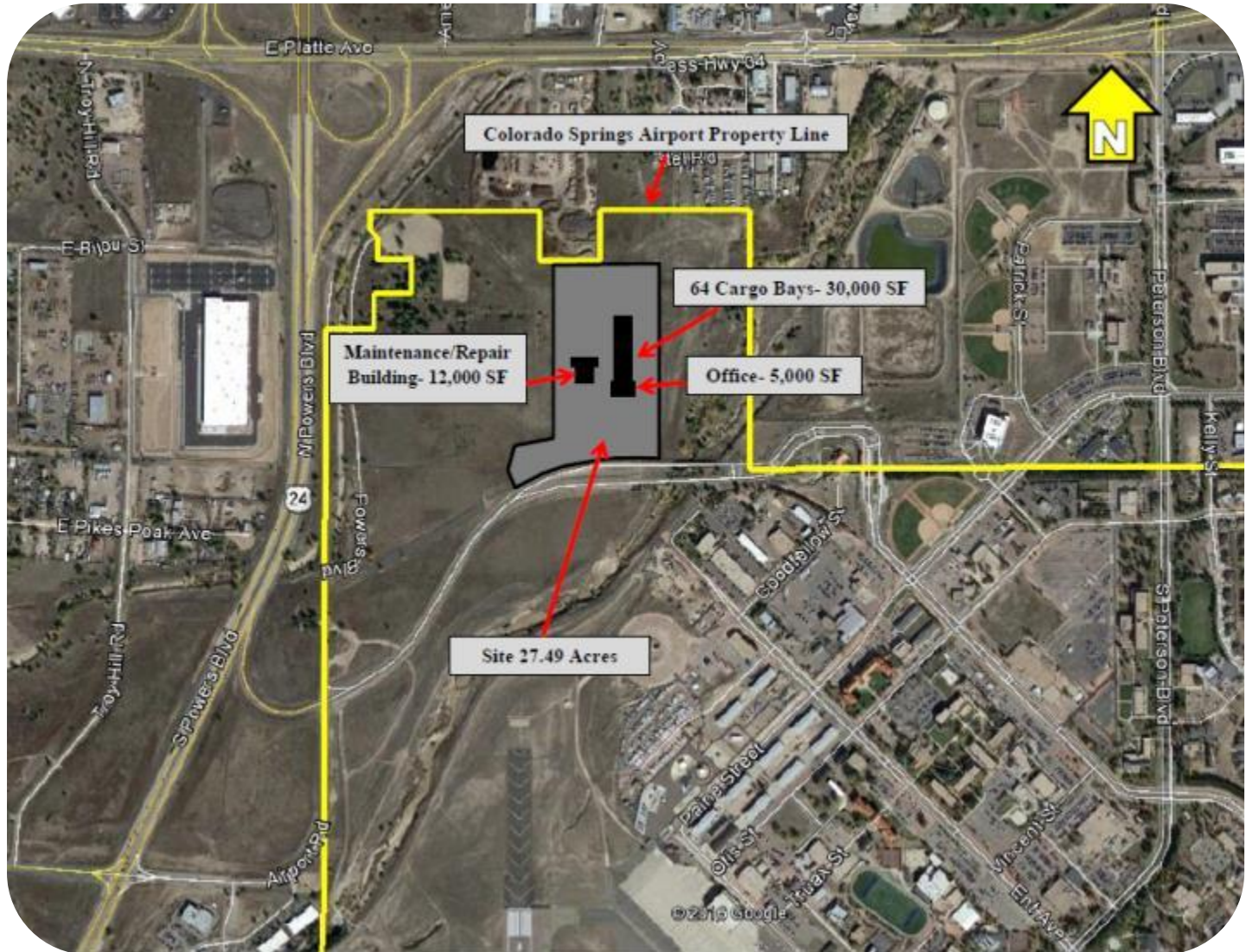


Purpose

- **Identify and Discuss Land Sale/Development Opportunity at COS**
- **Demonstrate compliance with City Real Estate Services Manual**
 - Fair Market Value
 - 1 logical potential purchaser
- **Discuss Economic Development Benefits and Process**
- **Receive preliminary authority to dispose of surplus City property**



Site Map



Intersection & Access to Site





Background

- **Land purchased with FAA grant money in 1992/1993 for noise abatement**
- **Land has remained vacant/undeveloped without interest**
- **“Vector” approached the Airport**
 - Numerous sites considered, including outside City limits
- **Discussed potential sale of land with FAA**
 - FAA agreed Vector is compatible land use
 - FAA reviewed/approved site through Notice of Proposed Construction submittal (FAA Form 7460-1)

Compliance with City Real Estate Services Manual

- **Chapter 5 - Disposal of Surplus Property**
 - Fair Market Value
 - 1 Logical Potential Purchaser





Fair Market Value

- **Airport followed City process for retaining appraiser**
 - Received appraisal report (Tom Colon) on 10/28/16
 - Market value \$1.56/SF
 - Negotiated \$1.95/SF
 - Airport will net approximately \$1.1M
- **City is receiving \$.39/SF above FMV**



1 Logical Potential Purchaser - Background

- **City Code Section 7.7.1804:**
 - Authorizes the disposal of this property to the 1 logical potential purchaser subject to appropriate terms and conditions
 - City Council has authority to approve sale
- **Land purchased for noise abatement**
- **No potential future aeronautical use**
- **25 years and no interest in the land**
- **Zoned Airport Planned Development (APD) and Planned Industrial Park (PIP)**
- **Only likely purchaser would be a commercial user**



Facts demonstrating 1 Logical Potential Purchaser

- **Vector demonstrates a strong natural air cargo synergy with the Airport**
- **Vector has existing facility nearby**
- **Vector contacted the Airport directly**
- **Anchors Vector to the Airport**
- **Ongoing revenue from use of Airport**
- **Public Notice in Federal Register for 30 days**



Economic Development

- **Aligned with 3 lines of COS business (commercial, general aviation, business development)**
- **Brings new jobs to Colorado Springs**
- **Above FMV for sale of land**
- **Increases air cargo business**
- **Anchors tenant to COS**
- **Long term growth opportunity for local business**
- **Future development potential of adjoining parcels**
- **Stewart intersection improvements help Peterson AFB**



Timeline

- **Purchase and Sale Agreement (PSA)**
 - April 2017
- **Draft and execute Development Agreement**
 - July to August 2017
- **Close sale**
 - July 2017
- **Tentative start construction date**
 - August 2017



THANK YOU
