



**AGENDA ITEM: 10**

MEETING DATE: Dec. 2, 2015  
TO: Board of Directors  
FROM: Kevin Smith, General Manager  
SUBJECT: Exploration of Land Leasing Opportunities

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**OBJECTIVE:** Consider and/or take action on the following:

1. Review and consider written request by Art Chapman of JMA Ventures regarding a Non-Disclosure Agreement per the attached letter. JMA is seeking an agreement with the District to exclusively negotiate with a retailer to lease approximately 4 acres of District property on Soaring Way close to our warehouse.
2. If the Board desires to consider non-aeronautical land leasing options, the next step would be to consider a public Request for Proposal (RFP) notification to assure all interested parties have an opportunity to provide a proposal.

**DISCUSSION:** At the Nov. 5, 2015 Board Meeting, the Board of Directors gave instructions to staff to meet with and provide information to JMA ventures regarding a potential land leasing proposal for a retailer on Soaring Way. Staff has met with and provided information to JMA related to their proposal and they have concluded that they desire to continue a detailed analysis of a land lease of District property. Per the attached letter, JMA would like to eventually receive a Non-Disclosure Agreement as well as an exclusive right to negotiate with the District in preparation of bringing a development/land leasing proposal before the Board in a public meeting in the winter or spring of next year.

JMA understands the District process and protocols for land leasing and is not seeking the Non-Disclosure/Exclusive Right to Negotiate at this meeting. They are requesting that the District begin the RFP process noticing all interested parties that the District will entertain non-aeronautical land leasing proposals for District property on Soaring Way. This is the same process the District followed with the Clear Capital project in 2013. If the Board so desires, staff will issue the attached RFP to ascertain if others are interested in discussing non-aeronautical land leasing options. This would be a 30 day notice. Staff would then report back to the Board at the January 27, 2016 Meeting regarding any RFPs received.

**FISCAL IMPACT:** To be determined. A thorough review based on appraised values would be necessary to establish a land lease rate. The District would also have to receive a Land Release from the FAA as well as FAA approval on of the lease rate and terms in order to enter into a long term land lease with any party.

**PUBLIC COMMUNICATIONS:** Should the Board decide to move forward with the RFP process; Staff will provide public notice through with District website, social media, local newspapers and conversation with local non-profit and for profit constituencies.

**ATTACHMENTS:**

JMA Letter to the Board of Directors.

Land Leasing RFP Notice