Pinellas County

Staff Report

File #: 22-1748A, **Version:** 1 **Agenda Date:** 11/15/2022

Subject:
2022-2023 Florida Job Growth Grant Fund application and resulting grant applications, grant agreements, and documents designated for the St. Pete-Clearwater International Airport.

Recommended Action:
Approval of the grant applications and resulting grant agreements that the St. Pete-Clearwater International Airport (PIE) must submit to the Florida Department of Economic Opportunity as required by the 2022-2023 Florida Job Growth Grant Fund. The Florida Department of Economic Opportunity is allowing us to use the same application as we used last year.

- The Florida Job Growth Grant Fund is an economic development program designed to promote public infrastructure and workforce training across the state.
- Proposals are reviewed by the Florida Department of Economic Opportunity and Enterprise Florida, Inc. and chosen by the Governor to meet the demand for infrastructure needs in the community they are awarded to.
- PIE's Airco property needs external infrastructure funding to entice developers of aeronautical and non-aeronautical land.
- The estimate of infrastructure funding for the various areas on the north side of the property and at the Stoneybrook Drive entrance is $21,150,000.
- PIE's request to the State is $9.4M. PIE will match $11.75M towards this project, as that is the amount programmed in PIE's Capital Improvement Program.
- The types of infrastructure funded would be items such as fill dirt, telecommunications, lift station(s), power, sanitary sewer, improvements to the Stoneybrook Drive entrance and the property's access road, and stormwater pond(s) on the Airco property.

Authorize the Clerk of the Circuit Court to attest the grant application and resulting grant agreement documents that may follow.

Strategic Plan:
Foster Continual Economic Growth and Vitality
4.1 Proactively attract and retain businesses with targeted jobs to the county and the region.

Summary:
The County and PIE applied for funding under this same grant program in Fiscal Years (FY) 2020 and 2021 (Granicus #21-2271A) but did not receive funding. The funding we originally applied for in 2020 was to begin design on the taxiways that serve the Airco site and provide connectivity to the airfield. Now that the design of the taxiways is being planned with Federal Aviation Administration funding, the next immediate need is the infrastructure that will attract developers to the Airco site. There is significant interest in the Airco property, and we need to plan the infrastructure needs for the new tenants.

Background Information:
The Airco former golf course site lies in the floodplain and in summer 2021, the amount of acreage was reduced to accommodate a “no-fill” condition north of the Limit of Moderate Wave Action (LIMWA) line, a delineation included on the new FEMA maps effective August 24, 2021. This creates other challenges in the development of the site. PIE needs additional help to make the property attractive to prospective developers and tenants.

Fiscal Impact:
The Airco infrastructure elements are included in PIE’s Adopted FY23-FY28 Capital Improvement Program under project 004571A Airco Site Preparation. Funding has been planned for FY25, FY26 and FY27 and totals $11.75M. The grant portion is not currently reflected in the Capital Improvement Program and will need to be added during the FY24 budget cycle.

The estimated costs for development were obtained from the Stantec report that was completed in October 2021.

Staff Member Responsible:
Thomas R. Jewsbury, Director, St. Pete-Clearwater International Airport

Partners:
Florida Department of Economic Opportunity
Pinellas County Economic Development

Attachments:
2022-2023 Florida Job Growth Grant Fund Application - Airco Infrastructure
Intent to Apply approval from OMB

FLORIDA DEPARTMENT of ECONOMIC OPPORTUNITY

2021-2022 Florida Job Growth Grant Fund
Public Infrastructure Grant Proposal

Proposal Instructions: Please read this document carefully and provide the information requested below. Some questions may request that a separate narrative be completed. If additional space is needed, attach a word document with your entire answer.

Governmental Entity Information

Name of Governmental Entity: Pinellas County Board of County Commissioners

Government Federal Employer Identification Number: 59-6000800

Primary Contact Name: Thomas R. Jewsbury

Title: Airport Executive Director

Mailing Address: St. Pete-Clearwater International Airport

14700 Terminal Boulevard, Suite 221 Clearwater, FL 33762

Phone Number: 727-453-7800

Email: jewsbury@fly2pie.com

Secondary Contact Name: Yvette M. Aehle

Title: Deputy Director Airport Finnace & Administration

Phone Number: 727-453-7804

Public Infrastructure Grant Eligibility

Pursuant to section 288.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. Eligible entities that wish to access this grant fund must submit public infrastructure proposals that:

- Promote economic recovery in specific regions of the state, economic diversification or economic enhancement in a targeted industry. (View Florida's Targeted Industries here.)
- Are not for the exclusive benefit of any single company, corporation or business entity.
- Are for infrastructure that is owned by the public and is for public use or predominately benefits the Public.

1. Program Requirements:

(If additional space is needed, attach a word document with your entire answer.)

Each proposal must include the following information describing how the project satisfies eligibility requirements listed on page 1.

A. Provide a detailed description of the public infrastructure improvements.

The Airco parcel totals 124 +/- acres in cental Pinellas County, Florida, is north of Ulmerton Road with proximity access to St. Pete-Clearwater International Airport (PIE), the Gateway Employment District, the Howard Frankland Bridge, the future Gateway Expressway, and less than a mile from Old Tampa Bay. (cont'd)

B. Provide location of public infrastructure, including physical address and county of project.

St. Pete-Clearwater International Airport (PIE), 14700 Terminal Boulevard, Clearwater, FL 33762. The property is physically located on Evergreen Avenue. The property is located in Pinellas County.

C. Is this infrastructure currently owned by the public? ◉ Yes ○ No

If no, is there a current option to purchase or right of way provided to the County?

D. Provide current property owner.

Pinellas County Florida Board of County Commissioners

E. Is this infrastructure for public use or does it predominately benefit the public? ◉ Yes ○ No

Airco redevelopment will benefit both aviation and non-aviation users.

F. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation, or business entity? ○ Yes ◉ No

Because this property is owned by Pinellas County's PIE, the FAA requires that the land that abuts PIE is designated as aeronautical use only. PIE's grant assurances do not allow for a single tenant to benefit. Airco, when completely built out, will be the home to several companies that will accommodate aviation and non-aviation tenants.

G. Provide a detailed description of, and quantitative evidence demonstrating, how the proposed public infrastructure project will promote:

- Economic recovery in specific regions of the state;
- Economic diversification; or
- Economic enhancement of a Targeted Industry (View Florida's Targeted Industries here.)

  - Describe how the project will promote specific job growth. Include the number of jobs that will be retained or created, and in which industry(ies) the new net jobs will be created using the North American Industry Classification System (NAICS) codes. Where applicable, you may list specific businesses that will retain or create jobs or make capital investment.

  - Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current or future businesses.

Airco is located near several major roads including Interstate 275, US-19, SR 688, and SR 686. The site is also located near the Carillon Office Park, the largest suburban office park in the Tampa Bay Region and is in the heart of Pinellas County's Gateway. Gateway itself is the economic engine for Pinellas County as it encompasses the county's central core and is a combination of office and industrial projects across many diverse industries. The area is home to three Fortune 500 companies (Tech Data, Jabil, and Raymond James) along with divisional headquarters of such firms as HSN and General Dynamics. Pinellas County and the state of Florida already are making very big plans for the Gateway region. Forward Pinellas, the regional Metropolitan Planning Organization, completed a master plan for the Gateway area that provides a vision and an action-oriented redevelopment stragegy to guide the area's growth for the next 25 years. (cont'd)

2. Additional Information:

(If additional space is needed, attach a word document with your entire answer.)

A. Provide the proposed commencement date and number of days required to complete construction of the public infrastructure project.

Depending upon when funding is received, design and site planning would begin in Fall, 2023 after a competitive RFQ process for a design firm is completed. The construction of the various infrastructure elements would take at least 365 days.

B. What permits are necessary for the public infrastructure project?

Permits necessary for this project are to be determined during the design/site planning process. We can expect that construction permits will be acquired by the contractor from Pinellas County as well as the State's Southwest Florida Water Management District to handle the drainage and storm water on the site.

C. Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized?

Because the design process has not yet begun, no permits have been secured for this project yet. The permits would be prioritized because of the project's importance to the Tampa Bay Gateway region, and so many entities have been working on this project for many years.

D. What is the future land use and zoning designation on the proposed site of the infrastructure improvements, and will the improvements conform to those uses?

The parcel is within Pinellas County's Comprehensive Plan, which identifies the most parcel's Future Land Use (FLU) category as Employment (E, 116.5-acres), and the southernmost tip of the parcel has a FLU of General Commercial (CG, 7.4-acres).

E. Will an amendment to the local comprehensive plan or a development order be required on the site of the proposed project or on adjacent property to accommodate the infrastructure and potential current or future job creation opportunities? If yes, please detail the timeline.

○ Yes ◉ No

F. Is the project ready to commence upon grant fund approval and contract execution? If no, please explain.

○ Yes ◉ No

If Pinellas County is awarded this grant, the grant must be approved by the Board of County Commissioners which is a 6-8 week long process. After the grant is signed, then the procurement process must take place for a general engineering consultant to perform the work. The construction schedule noted in 2.A. has already taken these items into consideration.

G. Does this project have a local match amount? ◉ Yes ○ No

If yes, please describe the entity providing the match and the amount.

Pinellas County would use approximately $11.75M from its Airport reserves to provide a match.

H. Provide any additional information or attachments to be considered for this proposal. Maps and other supporting documents are encouraged.

See the attached map.

3. Program Budget

(If additional space is needed, attach a word document with your entire answer.)

Estimated Costs and Sources of Funding: Include all applicable public infrastructure costs and other funding sources available to support the proposal.

1.) Total Amount Requested $ 9,400,000.00
Florida Job Growth Grant Fund

A. Other Public Infrastructure Project Funding Sources:

City/County	$ 11,750,000.00	
Private Sources	$	
Other (grants, etc.)	$	Please Specify:
Total Other Funding	$ 21,150,000.00	

B. Public Infrastructure Project Costs:

Construction	$ 19,035,000.00	
Reconstruction	$	
Design & Engineering	$ 2,115,000.00	
Land Acquisition	$	
Land Improvement	$	
Other	$	Please Specify:
Total Project Costs	$ 21,150,000.00	

Note: The total amount requested must be calculated by subtracting the total other public infrastructure project funding sources in A. from the total public infrastructure project costs in B.

C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.

The budget outlined above is based upon Stantec's Preliminary Planning, Engineering Investigations and Real Estate Consulting Services for the Airco property revised October 2021. If funding were obtained by FDOT, the Airport would need to obtain the grant, put it through a 6-8 week contract review process before being officially approved by the Board of County Commissioners. The local share is already in hand.

Pinellas County would need to put out an RFQ/RFP for a design engineer to begin work, which typically takes between 6-9 months. It is estimated that grant billing requests would begin in approximately 1 year.

4. Approvals and Authority

(If additional space is needed, attach a word document with your entire answer.)

A. If the governmental entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?

The Grant must be approved by the Board of County Commissioners (BCC) which is a 6-8 week long contract review process.

If board authorization is not required, who is authorized to sign?

N/A

B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the governmental entity and the Florida Department of Economic Opportunity:

i. Provide the schedule of upcoming meetings for the group for a period of at least six months.
ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

List of upcoming BCC meetings: September 20 (2022), October 11, October 25, November 15, December 13

C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the governmental entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.

The Board of County Commissioners' power to execute this proposal and accept a grant falls within the Pinellas County Charter, which is found at:
https://library.municode.com/fl/pinellas_county/codes/code_of_ordinances?nodeId=PTICH

I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity and to the best of my knowledge, that all data and information submitted in proposal is truthful and accurate and no material fact has been omitted.

Name of Governmental Entity: Pinellas County Board of County Commissioners

Name and Title of Authorized Representative: Charlie Justice, Board of County Comm. Chairman

Representative Signature: _____

Signature Date: November 15, 2022.

ATTEST: KEN BURKE, CLERK

By: _____

BOARD OF COUNTY COMMISSIONERS PINELLAS COUNTY, FLORIDA SEAL

APPROVED AS TO FORM

By: *Michael A. Zas*

Office of the County Attorney

2022-2023 Florida Job Growth Grant Fund

Public Infrastructure Grant Proposal

St. Pete-Clearwater International Airport (PIE)

Additional Responses

G. Provide a detailed description of, and quantitative evidence demonstrating, how the proposed public infrastructure project will promote:

- **Economic recovery in specific regions of the state;**
- **Economic diversification; or**
- **Economic enhancement of a Targeted Industry (View Florida's Targeted Industries here.)**

✓ **Describe how the project will promote specific job growth. Include the number of jobs that will be retained or created, and in which industry(ies) the new net jobs will be created using the North American Industry Classification System (NAICS) codes. Where applicable, you may list specific businesses that will retain or create jobs or make capital investment.**

✓ **Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current or future businesses.**

CONNECTION TO BROADER ED VISION

Pinellas County is Florida's first "built out" county as less than 4% of the land in the county remains undeveloped. Historically, reaching built out status has foreshadowed a long and slow economic decline for communities. This is because often new industrial & office users seek to develop on greenfield site and pass over more complicated and costly redevelopment opportunities.

The Pinellas peninsula has over 588 miles of coastline that make our County vulnerable to sea level rise, flooding, and storms. Pinellas County recognizes that this unique geography coupled with our lack of developable land makes thoughtful comprehensive planning critical to guide growth, sustain our diverse economy and strengthen our communities.

Located within Pinellas' Gateway Region "Gateway", the Airco site is a former golf course and the largest greenfield development site left in the county that is available for target industry employers. Pinellas County's Gateway Area is one of the main employment target industry employment centers and major economic engines for the entire Tampa Bay region. This 30-square mile area is centrally located within Pinellas County and serves as a major transportation connection point for the entire area. The Gateway area is home to some of the region's most critical infrastructure including the

St. Pete – Clearwater International Airport, Interstate 275 as well as the south ends of the Howard Frankland, Gandy & Bayside Bridges.

The Gateway area supports a wide range of target industry jobs including manufacturers in aviation/aerospace, defense/national security, medical technologies, business & financial services, and information technology. The area is home to three Fortune 500 companies (TD Synnex, Jabil, and Raymond James) along with industry giants Home Shopping Network (HSN), PSCU, ValPak, and PODS. The growth of these industries is critical as we work to diversify our economy and minimize our community's reliance on our legacy industry of tourism.

Pinellas County and the State of Florida have already undertaken considerable planning efforts in the Gateway region. The State is making a major investment in the Gateway area with the construction of the Gateway Expressway which will be completed in 2023. This $600-million infrastructure project will create two new four-lane elevated tolled roadways that will provide direct connections between U.S. 19 & I-275 and between the Bayside Bridge north of 49th Street North & I-275.

Forward Pinellas, the County's Metropolitan Planning Organization, in partnership with Pinellas County, FDOT, the Pinellas Suncoast Transit Authority and local municipalities, led a multi-jurisdictional effort to create a master plan for the Gateway area. This **Gateway Master Pla**n "Master Plan" provides a vision and action-oriented redevelopment strategy to guide the area's growth for the next 25 years.

The Master Plan's market overview found that the area has more than 114,000 jobs representing 27% of Pinellas County's overall employment with the second largest office cluster in the Tampa Bay region. In addition, the Gateway area has a strong industrial market, comprised of 32.6 million SF of space, which is currently 99% occupied. Land available for new industrial development in the Gateway area is scarce. Land uses must intensify through consolidation and redevelopment for the area to continue to attract industrial investment, accommodate future growth and maintain its competitive advantage as a regional job center.

The Master Plan builds on existing partnerships to guide development of necessary infrastructure, create a well-connected, multimodal transportation network as well as provide strategies to encourage and incentivize appropriate infill redevelopment. These efforts will support quality economic growth for Pinellas County and the Tampa Bay region.

The Plan's Guiding Principles identified economic development as being critical to its success.

- **An Economically Robust Gateway** - Position the Gateway to capture new investments and continue to be a primary economic engine of the county and Tampa Bay region. This can be accomplished by supporting growth opportunities for existing businesses and attracting a diverse range of industries.

The Plan's broader vision for the area includes six other Guiding Principles to benefit current and future businesses. **Sustainable and Resilient Gateway**- The Gateway will sustainably manage water, energy and other environmental resources and protect the diverse ecosystem that makes up the county's natural resources, and contributes to the county's public health, quality of life, and local economy. **A Connected Gateway-** The Gateway will be well connected to the rest of the region while improving the local connections and providing safe, efficient and accessible access for all modes of travel. **A Vibrant Gateway** - Improve the Gateway's appeal as a 24/7 place to live, work and play, by improving the quality of the urban experience and natural/open space amenities. **A Gateway with a Variety of Safe, Healthy, Affordable Neighborhoods -** Provide a broad range of quality housing choices that are affordable to all income groups and connected to work centers to support reduced commuting times and leverage transit investments. **An Equitable Gateway** – All Policies incorporate health and considers the most vulnerable users. **A Smarter, More Innovative Gateway** - Embrace new technologies (mobility, safety, communications) that benefit the local economy.

For the Gateway to continue to attract new industrial users, a strategy was identified to intensify land uses to accommodate future growth. The Plan identified **Development Anchors** which are area that have sites that are close to key such as multimodal corridors, bus transfer centers, anchor employers and institutions, high density blue-collar workforce neighborhoods, and the Gateway express.

The **Airport-Ulmerton Mixed-Use Employment District** was one of three distinct areas identified as a Development Anchors. And sites within these areas that had the best Land Use Change Potential were ones more likely to be available or attractive for catalytic redevelopment due to vacancy, public ownership, aging structures, large parcel size, and/or proximity to major infrastructure and activity zones. The study recognized **Airco** for this development potential and the redevelopment of the Airco Parcel will allow the Gateway area to continue to capture new industrial investments as the primary economic engine of the County.

Airco's redevelopment within the context of **The Gateway Plan** fully supports the **Florida Job Grant Growth objective** to have public infrastructure improvements connected to a broader economic development vision for the community and benefit additional current or future businesses. The partners in the Gateway Plan include the City of Largo, the City of Pinellas Park, the City of St. Petersburg, Pinellas County and Forward Pinellas who executed a Memorandum of Understanding (MOU) to work together to prioritize, plan, design and implement the recommendations in the Master Plan.

ECONOMIC IMPACT

Pinellas County will develop the approximately 124-acre site to include office, aviation and industrial uses for target industry end-users. Pinellas County is already one of the

leading counties in Florida for aviation, aerospace, and defense manufacturing. Companies such as Honeywell, Raytheon, and Lockheed Martin have major long-standing facilities in the county and others such as L3Harris, SS White, and GE Aviation are also located in Pinellas. Pinellas' other target industries include advanced manufacturing, information technology, business & financial services, as well as medical technologies. These target industries closely mirror Enterprise Florida's.

Airco is the only Pinellas County property in Duke Energy 's Site Readiness Program. The Duke program included a site plan analysis for Airco that estimated its development potential. In the Duke site plan, 354,000 square feet of aviation related development could be placed on the site and would directly adjoin the taxiway. This square footage has since been reduced to 230,000 square feet to accommodate a "no-fill" condition seaward (north) of the Limit of Moderate Wave Action (LIMWA) line, a delineation included on the new FEMA maps, effective date of 8/24/2021.

Based on an average aviation job density of 450 persons per square foot, **the Airco Aviation acreage could directly support 511 aviation related jobs** at an average annual wage of $66,927 at full development. The economic impact, using NAICS code 488190 for Other Support Activities for Air Transportation, would be **1,071 total direct and indirect jobs with annual direct and indirect earnings $53 million.**

Beyond the aviation-related development, the remaining acreage of the Airco site will be focused on new office and industrial space for targeted industry development. The County engaged Stantec Consulting Services to complete a 2022 Preliminary Planning; Engineering Investigations and Real Estate Consulting Services Report for Airco. The Stantec study provided different concepts for the non-aviation portion of the property only and was coordinated with two other studies that were completed concurrently, the 2019 Airport Master Plan and the 2020 Environmental Assessment. The study produced a Maximum Development Scenario which preserves the layout as depicted in the Airport Master Plan. Three buildings and a 2-story parking deck comprise the non-aviation portion of this site.

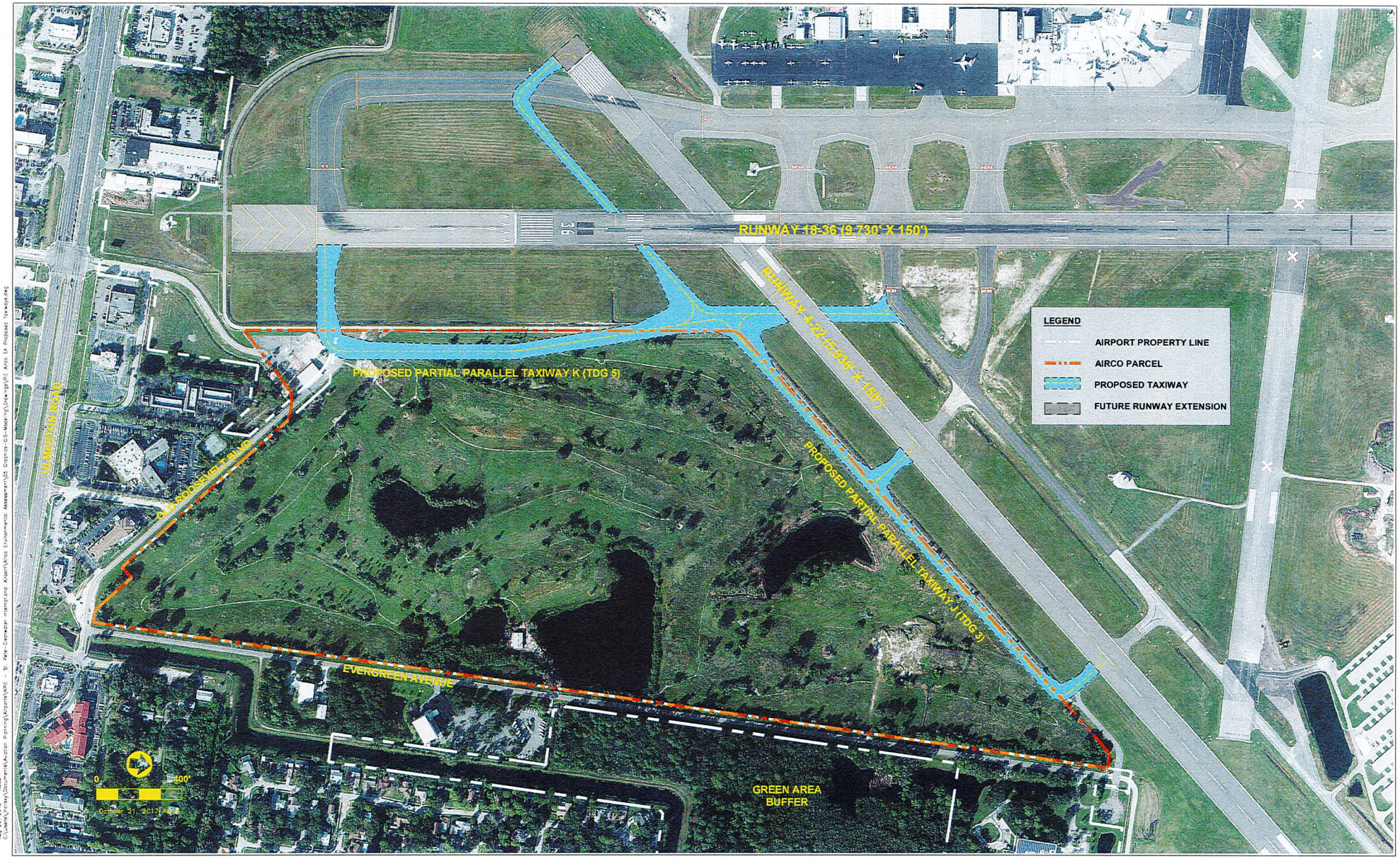
> The Maximum Development Scenario depicts three buildings to accommodate target industry end-users, as follows:
> 1. 440,000-square-foot, two-story office over two floors of parking
> 2. 388,000-square-foot industrial manufacturing building
> 3. 128,000-square-foot, two-story office building over ground floor parking

At approximately 272 square feet per job, the 568,000 square feet of office space could support roughly 2,091 target industry employees. **The economic impact, using NAICS code 5511 Management of Companies and Enterprises, would be 3,007 total direct and indirect jobs with annual direct and indirect earnings of $214 million**. Assuming the light industrial or flex space and manufacturing space each require 750 square feet per employee, the industrial building could accommodate another 517 target industry jobs. **The economic impact using NAICS code 336411**

Aircraft Manufacturing, would be 915 total direct and indirect jobs with annual direct and indirect earnings of $65 million.

The overall Economic Impact Analysis is summarized in the following chart. **The Airco Project could directly support 3,120 target industry jobs, an additional 1,873 indirect jobs and overall annual direct and indirect earnings of $332 million.**

			Economic Impact	
NAICS	**Direct Jobs**	Average Annual Wage	**Total Direct and Indirect Jobs**	**Annual Earnings**
336411 – Aircraft Manufacturing	517	$79,843	915	$65 million
5511 – Management of Companies and Enterprises	2,091	$83,736	3,007	$214 million
488190 – Other Support Activities for Air Transportation	511	$66,927	1,071	$53 million
TOTAL ECONOMIC IMPACT	**3,120**		**4,993**	**$332 million**
Economic impacts were calculated using the U.S. Bureau of Economic Analysis Regional Input Modeling System (RIMS II) Model for Pinellas County (RIMS Codes used 336411 Aircraft Manufacturing, 550000 Management of Companies and Enterprises, and 48100 Air Transportation)				



Source: ENVIRONMENTAL SCIENCE ASSOCIATES, 2018

St. Pete-Clearwater International Airport - Airco Environmental Assessment

PROPOSED TAXIWAYS

Airco Golf Course Property
Pinellas County, FL

Preliminary Planning; Engineering Investigations and Real Estate Consulting Services

Summary Report

Prepared for:

Pinellas County
Economic Development Department

Prepared by:

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Stantec

Stantec Ref #: 215615313
March 2021
Revised October 2021

Preliminary Planning; Engineering
Investigations and Real Estate Consulting
Services

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EXECUTIVE SUMMARY

In central Pinellas County, Florida, the 124-acre Airco parcel is adjacent to the St. Petersburg/Clearwater Airport (PIE). In 1962, the Airco Golf Course was opened to the public until it was closed in May 2011 and rezoned to allow aviation, light industrial and office/commercial uses.

A separate parcel owned by Pinellas County, located east of Evergreen Avenue, was specifically removed from this Study due to its environmental nature and a previous commitment to surrounding residential neighborhoods that the property would remain undeveloped. Therefore, no information relative to that parcel is included in this Study.

Over the following 10 years, several planning studies have been conducted to determine how redevelopment of the land will occur and what form it will take. Studies have focused on dividing the parcel between aviation and non-aviation (industrial/office/commercial) uses. The most recent master plan and concurrently run environmental assessment conducted by the PIE airport in 2018 was the basis for the two scenarios presented in this report.

During in-person meetings and several virtual meetings over the course of the pandemic in 2020, the two scenarios were refined and coordinated with AID, Inc., tasked with designing a master stormwater design under the direction of PIE Airport. This master stormwater design includes not only the airport property, but also the Airco parcel. Various public agencies were consulted on the refinement of the two scenarios, including Pinellas County, the PIE Airport and FDOT. Several iterations of possible layouts were drawn, discussed, refined, and ultimately led to the final two scenarios (Scenario 6 and 7). In Summer 2021, the design was reduced to accommodate a "no-fill" condition north of the Limit of Moderate Wave Action (LIMWA) line, a delineation included on the new FEMA maps, effective date of 8/24/2021.

Both scenarios direct primary truck access to Stoneybrook Drive and employee/visitor access to 34th Street North. A modified entrance is suggested for both scenarios to eliminate two hard right angle turns at the 34th Street North entrance. A spine road is proposed to delineate the boundary between the non-aviation uses and the aviation side of the Airco parcel. A large storm water ditch, as designed and proposed by AID, Inc., is planned immediately adjacent to this spine road to the west, converging and then flowing along the north side of a new east-west road in the central part of the Airco site, and ultimately eastwards to Roosevelt Creek Channel No. 5 and northwards to Tampa Bay.

Scenario 6 is titled "Maximum Development" and preserves the initial layout as depicted in the Airport Master Plan. Three buildings (198,000 to 388,000 square feet) and a 2-story parking deck comprise the non-aviation portion of this site. Scenario 7 is titled "Single User" and modifies the roadway circulation to accommodate a large single building (maximum 396,000 square feet) over the majority of the site. Scenario 7 also realigns the 34th Street North entrance as a grand boulevard and abandons the existing Hospitality Road right of way.

Additional details are included for each scenario regarding parking, specific building sizes, setbacks, loading dock locations, stormwater connections, and adjacent capital projects. Details

regarding outside coordination are also discussed. This study includes an Estimate of Probable Construction Cost for each scenario.

Also included in the study is an assessment of Real Estate Findings, as prepared by Stantec's Real Estate Strategies Group. This portion of the study was to survey the local and regional market relative to the potential development of the site. More specifically to determine the trends for various uses, including industrial (light manufacturing/warehouse/distribution), commercial, office and hospitality. This part of the Study was completed before the COVID pandemic and was subsequently updated to reflect market changes (February 2021).



1.0 PLANNING/ZONING/ENTITLEMENTS

1.1 PLANNING AND SITE HISTORY



Figure 1. The Airco site adjacent to the PIE Airport in Pinellas County, Florida.

The Airco parcel totals 124 ± acres in central Pinellas County, Florida, is north of Ulmerton Road with proximity access to St. Petersburg/Clearwater Airport (PIE), the Gateway Employment District, the Howard Frankland Bridge, the future Gateway Expressway, and less than a mile from Old Tampa Bay.

The Airco Golf Course closed after almost 50 years of operation after opening in 1962, and was a revenue generator for PIE Airport, who owned the property.

In 2008, Synergy Real Estate Corporation prepared a Market and Feasibility Analysis for the Airco parcel. The analysis identified that redevelopment with a mix of aviation and non-aviation uses would achieve the best and highest use of the property. This analysis initially identified three scenarios centered on how to approach the Development of Regional Impact (DRI) requirements. Concepts included parallel taxiways, aircraft movement, and parking aprons, but the aviation portions were limited to 25-acres of aviation use, for bulk hangars for private aircraft, with the remaining acreage reserved for office and light industrial. On October 28, 2008, the Pinellas Board of County Commissioners reviewed this early version of the conceptual redevelopment plan and voted to carry the plan forward.

Following the economic recession that began in 2007 and greater competition from newer golf courses, the Airco Golf Course closed in May 2011 and was rezoned to allow aviation, light industrial and commercial uses.

In September 2011, URS Corporation prepared a Conceptual Land Use Planning Study to further evaluate conceptual land use alternatives for the proposed redevelopment of the Airco parcel. The size of the airside portion of this concept was expanded from 25-acres to 50-60-acres, and scenarios based on DRI requirements were eliminated after the exemption of new development from "dense urban areas" from the DRI process in Florida in 2009. In 2015, new DRI review requirements were eliminated in Florida.

In 2016, the Airco parcel was again evaluated under the Duke Energy Site Readiness Program as a high-quality industrial site in its service area. While some utilities like electric, water, natural gas and telecom were evaluated for extendibility, and wastewater evaluations revealed a potential need for a new lift station. Other challenges identified include the entire site is within the 100-year flood zone, road access is not optimal for truck traffic, much of the site is under a height restriction, the property is only available for lease, and FAA coordination is required.

In 2017, the PIE Airport kicked off the Airport Master Plan project, which ran concurrently with an Environmental Assessment (EA) NEPA document, both completed by ESA Associates. The layout of the aviation portion of the Airco parcel was further refined, phased during this master planning process, and updated to reflect the needs of the current market. Many site constraints were addressed through meetings and discussions with airport users, tenants, airport management, local government agencies and the public. Both the Airport Master Plan and EA were completed in 2020 and used to inform the two design alternatives for this report.

In 2020, a Finding of No Significant Impact (FONSI) was issued for the AIRCO Environmental Assessment on February 3, 2020 and approved by the manager of the FAA Orlando Airports District Office.

1.2 LAND USE AND ZONING

1.2.1 Future Land Use

The parcel is within Pinellas County's Comprehensive Plan, which identifies the most parcel's Future Land Use (FLU) category as Employment (E, 116.5-acres), and the southernmost tip of the parcel has a FLU of General Commercial (CG, 7.4-acres).

Primary uses for the Employment FLU include Research/Development-Light, Research/Development-Heavy, Manufacturing Medium, Manufacturing-Light, Wholesale/Distribution, and Storage/Warehouse. Secondary uses include Office; Retail Commercial; Personal Service/Office Support; Commercial/Business Service; Transient Accommodations within Permanent Structures; Marina Facilities; Institutional; Transportation/ Utility.

Primary uses for the Commercial General FLU include Office; Personal Service/Office Support; Retail Commercial; Commercial/Business Service; Transient Accommodation; Manufacturing-Light; Research and Development-Light; Wholesale/ Distribution; Storage/ Warehouse; Residential. Secondary uses include Commercial Recreation; Manufacturing-Medium; Residential Equivalent; Institutional; Transportation/Utility; Accessory Residential Dwellings.

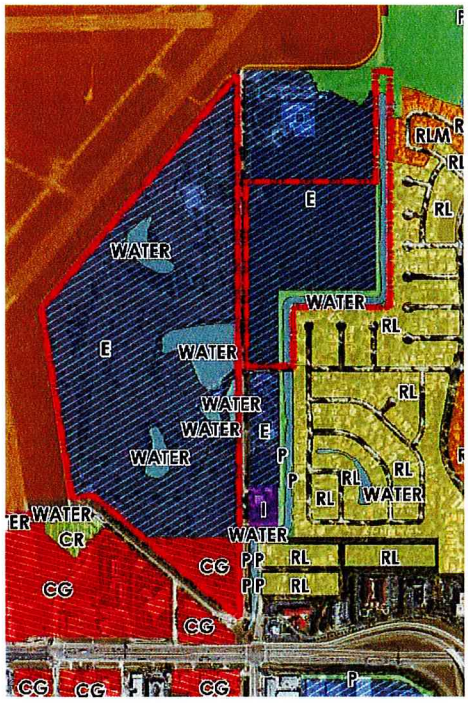


Figure 2. Future Land Use categories of the Airco Parcel.

1.2.2 Densities and Intensities

The Pinellas County Comprehensive Plan, future land use map (FLUM) governs the maximum density and intensity standards for each FLU category. Additional density and intensity limitations may be included in the individual zoning district described in Section 1.2.3 below.

- Development within the Employment FLU category shall not exceed a floor area (FAR) of 0.65, nor an impervious surface ratio (ISR) of 0.85.
- Development within the Commercial General FLU category shall not exceed a floor area ratio (FAR) of 0.55; and shall not exceed a maximum impervious surface ratio (ISR) of 0.90.

1.2.3 Zoning

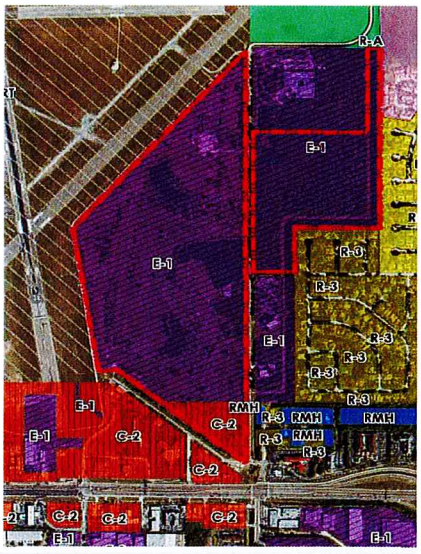
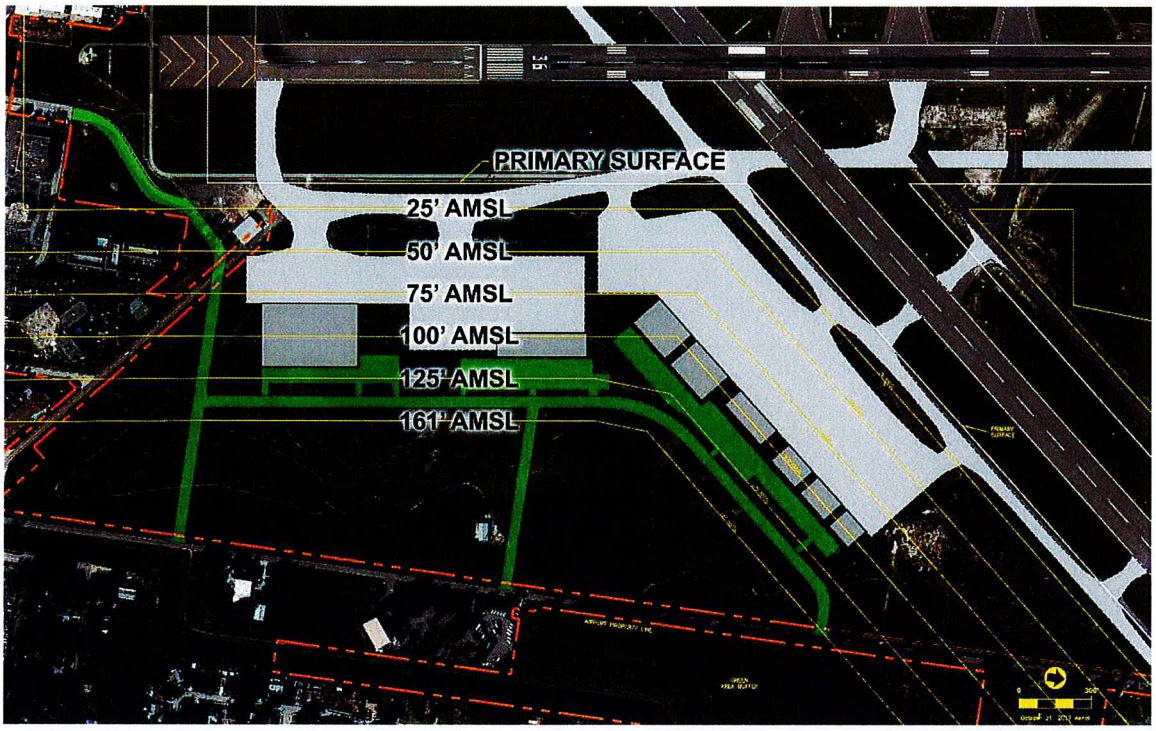


Figure 3. Zoning categories of the Airco property.

The Employment portion of the parcel is zoned as E-1 (Employment 1). The E-1 district is intended for Research & Development (R&D), and low intensity industrial and manufacturing activities by limiting certain uses, limiting intensities, and imposing standards to ensure compatibility with nearby residential and commercial districts. Office uses are also permitted in E-1 districts. E-1 building height limitations are 75 feet and 45 feet, where the building is within 50 feet of a residentially zoned property. Setbacks are 5 ft. front setback in all cases, and rear/side setbacks are only required when adjacent to a residential district (10 ft. setback).

The Commercial General portion of the parcel is zoned C-2 (General Retail and Commercial). The C-2 district is intended for commercial goods and services, employment, and office. As referenced in Table 138-355 of the Pinellas County Land Development Code, general office within a C-2 zoned property is a permitted use when coupled with a Type 1 Review (intended to be a clear and objective review of permitted uses, no public hearing required). C-2 building height limitations are 75 feet and 45 feet where the building is within 50 feet of a residentially zoned property. Height limitations can be increased to 100 feet with a Type 2 or 3 approval. Setbacks are 5 ft. front setback in all cases and rear/side setbacks are only required when adjacent to a residential district (20 ft. setback).

The 2019 Airport Master Plan prescribed additional specific building height limitations on adjacent properties regardless of zoning. These limitations follow the geometry of the western airport property border and increase in 25' height increments per 175' of horizontal distance, as illustrated in Figure 4.



1.3 ENTITLEMENTS

No current zoning approval entitles the parcel for any specific development. Zoning regulations and entitlements will be defined through the site plan approval process, which is detailed in Section 6.0 Next Steps.

1.4 TRAFFIC ASSESSMENT

Ulmerton Road serves the subject parcel (SR 688) via 34th Street North and 38th Street North. It is expected that the 34th Street North connection will serve as the main entrance for the parcel, with secondary access provided via 38th Street North.

Ulmerton Road is a 6-lane divided Principal Arterial that connects to I-275, SR 686, 49th Street North, and US 19. Ulmerton Road spans the entire width of Pinellas County from the Gulf beaches to I-275. It serves as a major regional roadway providing primary access to Tampa/Hillsborough County, St. Petersburg, Clearwater, and Largo.

The section of Ulmerton Road that serves the parcel acts as a link between SR 686 north of Lumberton Road and SR 686 south of Ulmer ton Road, resulting in higher traffic volumes. According to the Forward Pinellas 2019 Level of Service Report (the most recent available), the average annual daily traffic in 2018 was 70,833, and the level of service was "C".

Programmed Roadway Improvements

Gateway Expressway

The most significant programmed transportation improvement in the property's area is the Florida Department of Transportation (FDOT) Gateway Expressway project. When complete, this project will greatly improve traffic flow and access to the regional arterial network. This project comprises the construction of two new 4-lane elevated roadways:

- SR 690, a new 4-lane tolled expressway connection from US 19 to the west of I-275.
- SR 686A, a new 4-lane elevated toll expressway from the Bayside Bridge (CR 611) to the west of I-275.

Additionally, the following improvements will be made to existing roadways as part of the project:

- Reconstruction of Roosevelt Boulevard from the Bayside Bridge to Ulmerton Road.
- Reconstruction of portions of US 19 and 118th Avenue North to provide new ramps and flyovers.
- Additional interchange and intersection improvements to enhance traffic flow.
- Widening I-275 from Gandy Boulevard to 4th Street North to provide one tolled lane in each direction.

Also included is a new access road for St. Petersburg-Clearwater International Airport, and other improvements to enhance access to the airport.

Construction on the Gateway Expressway began in 2018 and is estimated to be completed in late 2022.

ATMS/ITS Deployment

Pinellas County is expanding its deployment of advanced traffic management system/intelligent transportation systems (ATMS/ITS) to include Bayside Bridge/49th Street and 66th Street, south of US 19. ATMS/ITS systems allow for real-time management of signal timing and other operational parameters to improve the efficiency of transportation corridors. While ATMS benefits are in the aggregate (e.g., reduction of total vehicle travel times and emissions), they can also provide more immediate and tangible benefits to individual drivers through incident management and dynamic messaging. This use of ATMS/ITS can markedly reduce delays due to traffic accidents/breakdowns through rerouting and signal-timing changes.

126th Avenue Improvements



Pinellas County is conducting a Project Development and Environment (PD&E) study for 126th Avenue North from 34th Street North to US 19 (Project ID# 002925A). Also, 126th Avenue North serves industrial land uses, which generate their peak traffic during AM and PM peak hours. This existing section of 126th Avenue North is not continuous, and therefore many trips from these industrial sites must travel to Ulmerton Road to the north or 118th Avenue North to the south to travel east/west, creating additional turning movements at intersections on these roadways. The improvement of this corridor will provide additional relief to Ulmerton Road during peak hour by providing additional east/west connectivity between 34th Street North and US 19. The result of the PD&E will be the recommendation of a preferred improvement alternative to advance to the design phase. The PD&E is scheduled to be completed in 2021.

Only the PD&E phase of the project is funded; design and construction are not funded.

Project Access to Ulmerton Road

Access to the project site is via 34th Street North and 38th Street North. The intersections of both roadways with Ulmerton Road are signalized intersections. The desire is to have the 34th Street North access serves as the main employee/visitor entrance to the project, with improvements and changes to connections with Evergreen Ave/Airport Perimeter Road and Hospitality Lane to improve site circulation and traffic operations. It is expected that truck traffic will be directed to Stoneybrook Drive to separate truck traffic from domestic vehicles. These changes can also improve traffic operations at the 34th Street North/Ulmerton Road intersection through additional queuing space for southbound traffic.

All proposed changes within the operational area of the Ulmerton Road/34th Street North intersection will require coordination with and permitting by FDOT District Seven. A meeting with District Seven staff has already taken place to review potential improvements.

2.0 CIVIL/SITE DEVELDOPMENT

2.1 STORMWATER

Most of the Airco parcel discharges east into Roosevelt Creek Channel 5, which is undergoing improvements to create a more efficient connection to Tampa Bay where the outfall is located. This improved conveyance will benefit the Airco parcel by reducing flooding potential on the site and in the Project basin. Per the update provided on the Pinellas County Per the update provided on the Pinellas County Capital Improvement Projects Viewer, the Construction for this project (#002123A) was begun in November 2020 and completion is expected in July 2023.

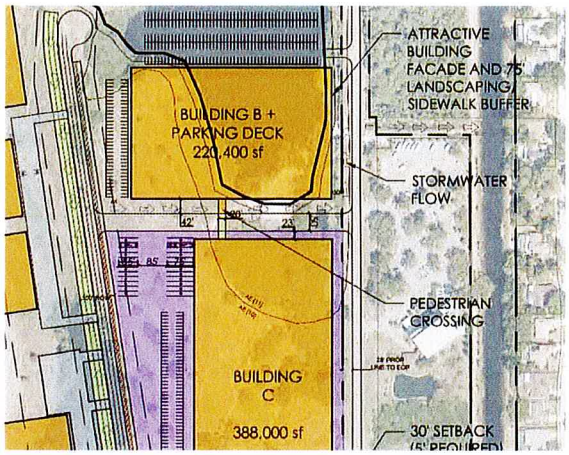


Figure 5. Stormwater conveyance plans carry water from the Airco Canal across the site to the east, turning north and then east to directly connect to Roosevelt Creek Channel No. 5.

AID, Inc. under contract with the PIE airport is designing stormwater management improvements required to accommodate the onsite development. AID's work includes a master stormwater plan that includes the airport and Airco parcels. The design, conceptually permitted by the Southwest Florida Water Management District (SWFWMD) under Environmental Resource Permit No. 1557.077, includes the creation of two dry ponds/floodplain compensation sites, both on the north portion of the subject parcel, with one partially off-site further north. Additionally, the "Airco Canal", a 50-foot-wide swale running along the western edge of the proposed center spine road between aviation and non-aviation portions of the property, will treat runoff and carry stormwater runoff east to the Roosevelt Creek Channel No. 5 and discharge into Tampa Bay. It is our understanding that AID is refining the Master Stormwater Management Plan, to address limitations of development in the Coastal A Zone (seaward of the LIMWA line).

Traditional stormwater pond design removes pollutants and handles peak capacities in a downstream location. When used alone, this strategy converts most "rainfall" to "runoff" and limits ecosystem services typically provided by plants like interception, evaporation, infiltration, and transpiration to that downstream location. Using Low Impact Design (LID) strategies in upland portions of the Airco parcel results in improved upland site quality and aesthetics. Mature sized plants grown in defined upland areas with adequate root space provide shade, allow stormwater to infiltrate through roots and reduce downstream volumes that transpire through leaves and evaporate off leaf surfaces, then cooling the upland areas and improving air quality. Plants also keep nutrients and even metals out of downstream locations via root uptake, which locks up these pollutants in plant biomass and within the surrounding soil volume through nutrient cycling. LID

strategies work especially well when small LID treatment areas are connected to the stormwater network and combined with traditional structural controls in a "treatment train".

2.2 FLOODPLAIN

The entire project is mapped within the 100-year FEMA floodplain, within zone AE, and, in addition, the north half of the site is in a Coastal A flood hazard area. Maps for this area were adopted in 2003, but an update became effective in August 2021. The new base flood elevation (BFE) for the southern portion of the Airco parcel is at elevation 10' and the north half of the site is at base flood elevation of 11'. The VE zone has a base flood elevation of 12'. All proposed buildings to be constructed in the future will need to be designed and constructed to meet the requirements of Pinellas County/Florida Building Codes.

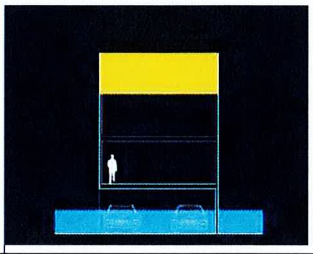


Figure 6. Floodplain management strategies may include floodable first floors and locating critical equipment on the 2nd or 3rd floors.

As described above in Section 2.1, two large dry ponds at the north end of the site will also function as substantial floodplain compensation sites.

When the non-aviation side of the Airco parcel is developed for typical office/commercial/industrial. There is less risk of loss of life in the event of a significant flood, since this area is not being redeveloped as residential, nor planned to house critical facilities.

As described in the EA, all proposed construction would be designed under applicable floodplain management strategies (i.e., elevated structure foundations, electrical, heating, ventilation, plumbing and air conditioning equipment; breakaway type walls within the Coastal A Zone; and anchored structures designed to prevent flotation), as illustrated in Figure 6 as possible Airco parcel strategies

2.3 GRADING AND EARTHWORK

A significant amount of fill dirt must raise finished floor elevations above the base flood elevations. Existing site elevations vary from 4' to 8' above mean sea level (AMSL). Fill estimates were divided into two categories: Roadway fill and Developer Pad fill. For both scenarios, the roadway fill required averages about 138,000 cubic yards, and the Developer Pad fill averages about 488,000 cubic yards.

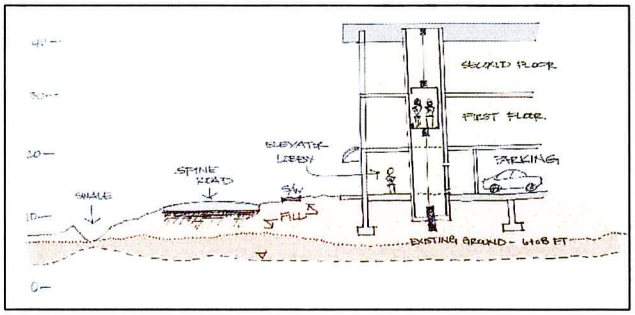


Figure 7. Section graphic showing the approximate elevation constraints and the relationship of proposed fill dirt to the proposed building improvements.

As of August 2021, the Limit of Moderate Wave Action (LIMWA) line, a delineation included on the new FEMA maps effective date of 8/24/2021, provided a constraint on the amount of grading and earthwork to be performed. A "no-fill"

condition seaward (in this case, north) of the LIMWA line is to be observed on the property per the guidelines set by the Pinellas County Floodplain Manager.

For proposed onsite office buildings, some parking is permitted on a floodable lower floor, both in AE zones and coastal zone A. However, in the Coastal A Zone, lower-level parking under the building must be at the existing grade, and a corner elevator lobby is recommended to provide overhead access to the air-conditioned system.

All construction activities, whether identified as part of this Airco development or associated with future development actions, would require spill prevention plans and Stormwater Pollution Prevention Plans.

2.4 WATER AND SEWER

Pinellas County Utilities (PCU) would provide potable water service for the proposed Airco parcel. A potential connection is to PCU's 8"-12" water main along Evergreen Ave, as well as a 16" water main along Old Roosevelt Blvd. These connections would provide a looped service for development however certain scenarios would result in possible relocation of the 16" water main.

In both scenarios, a looped 8"-12" water main, running along the spine road, then connecting to the watermain in Evergreen Ave. via the E-W proposed roadway would provide service. The service lateral stubs for both potable water and fire lines have been included in the cost analysis. The main water layout includes fire hydrant assemblies located every 500'. Additional water infrastructure has also been included in the cost analysis based on both development scenarios.

The City of Largo would provide wastewater service for the site. There is an existing gravity sanitary sewer along Evergreen Ave., which flows into a lift station in Heron Pl. We assume that the existing lift station does not have adequate capacity for additional flows from the Airco development. Therefore, a new 8" gravity sanitary sewer system will be required within the spine road for the proposed development to service each proposed building.

Either development scenario will require a new sanitary lift station to be constructed as part of the infrastructure. The conceptual lift station location in both scenarios is approximately midway along the spine road. This centralized location decreases the total depth required for the gravity sanitary sewer lines servicing the buildings.

A proposed 4" force main would run from the new lift station to the east/southeast (depending on the scenario) and connect into the existing 16" force main running along Ulmerton Road. Additional wastewater infrastructure is included in the cost analysis based on both development scenarios.

Reclaimed water was excluded in this analysis.



3.0 ENVIRONMENTAL/WETLAND/SPECIES

ESA Associates completed an environmental assessment in 2019 under the National Environmental Policy Act (NEPA) of 1969, as the decisions and approval process for redeveloping the Airco parcel constitute a "federal action" by the Federal Aviation Administration (FAA). The FAA is the lead environmental agency with primary responsibility to ensure federal actions comply with NEPA, while the role of EA is to identify potential environmental impacts related to the proposed project.

A Finding of No Significant Impact (FONSI) was issued for the Airco Environmental Assessment on February 3, 2020 and approved by the FAA Orlando Airports District Office manager.

Stantec environmental personnel reviewed the public draft EA dated May 2019, completed a site visit in January 2020 and found the assessment and characterization of the Airco parcel as described in the report appropriate. A summary of pertinent information follows Section 3 subsections.

3.1 ENVIRONMENTAL

In this section, summaries are included for Air Quality, GHG/Climate, Hazardous Materials, Cultural Resources, Noise, and Socioeconomic conditions. Wetlands and Species are contained in Sections 3.2 and 3.3.

Pinellas County is designated "in attainment" with National Ambient Air Quality Standards (NAAQS) for all criteria air pollutants and monitors air quality at seven air monitoring stations throughout the County. Emission sources at PIE, which are typical of airports, include aircraft engines, ground support equipment (GSE), auxiliary power units (APU), motor vehicles, temporary use of construction equipment, and various stationary sources, such as backup electric power generators and fuel storage tanks. Neither temporary construction-related emissions nor ongoing operational emissions would cause or contribute to an exceedance of the NAAQS for criteria pollutants.

Greenhouse gases (GHGs) sources at airports include the combustion of fossil fuels, including aircraft fuel. FAA NextGen programs target GHG reductions at airport facilities and in aircraft. They work in partnership with industry through the Continuous Lower Energy, Emissions, and Noise (CLEEN) Program to accelerate the development of technologies that reduce aircraft fuel consumption, emissions, and noise.

PIE is close to two Areas of Special Management, so designated because of identified coastal resource values and evaluated within a coastal consistency determination. The Pinellas County Aquatic Preserve in Old Tampa Bay adjacent to PIE. Likewise, Tampa Bay is a Surface Water Improvement and Management Area by the Southwest Florida Water Management District (SWFWMD).

Pinellas County's resiliency objectives are contained in their comprehensive plan and the Local Mitigation Strategy. County Policy's intent is to promote floodplain management, flood protection, and stormwater regulations in all developments, to include careful consideration of development placement in the 100-year floodplain, judicious and pertinent use of impervious surfaces.

Local, state, and federal laws govern the use, storage, transport, or disposal of hazardous materials, chemicals, substances, and wastes. Hazardous materials used and wastes generated in support of airport management and aircraft operation and maintenance are stored onsite at PIE. There are five active petroleum cleanup sites on airport property, which are resultant from previous aboveground and underground storage systems. All five sites are on the west side of the airport property. There is one location on the Airco parcel previously used as a fuel storage site, but this site was rehabilitated and closed in 1993 with No Further Action required. No National Priorities List, hazardous waste disposal or contaminated areas are within or adjacent to the Airco parcel.

The Florida State Historic Preservation Office was consulted specific to the proposed project in December 2018, under processes defined in Section 106. The Florida SHPO provided an opinion that the redevelopment of the Airco parcel will have no effect on historic properties listed, or eligible for listing, in the National Register of Historic Places. Consulted tribal governments also did not request the performance of a Cultural Resources Assessment Survey. Three historic structures occur. However, these structures are ineligible for SHPO evaluation. Development of the golf course, which required extensive excavation, fill, and grading throughout the area impacted the Airco site significantly.

The FAA defines Day-night average sound level (DNL) of 65 dBA as the threshold of exterior noise compatibility for residential and other noise-sensitive land uses. Noise modeling for PIE shows that a 65-dB contour encroaching 250-400 feet onto the west side of the Airco parcel, primarily due to the existing runway and the increase in airport operations, does not cause this line to shift significantly noticeably. No sensitive uses are within the DNL 65 dB contours, or subject to an increase in noise of DNL 1.5 dB or greater in either the existing or proposed condition.

Socioeconomic effects of the redevelopment of the Airco parcel were evaluated based on several criteria. Positive effects include substantial economic growth from PIE and future tenant job creation, temporary construction jobs for 18-24 months and permanent jobs after construction. Early conceptual development plans estimate creating up to 2,675 new jobs and 4,269 indirect jobs and combined earnings of up to $158,485,098 annually with this development. The proposed project would not disrupt or divide a community, cause extensive relocation of residents when sufficient replacement housing is unavailable, cause extensive relocation of businesses that would create severe economic hardship for the affected communities, or produce a substantial change in the community tax base, given the redevelopment site is a former golf course.



3.2 WETLANDS

Section 404 of the Clean Water Act regulates areas above mean high water and permits are required for discharges or dredged or fill material into these waters.

While there are several existing ponds and ditches on site classified as Other Surface Waters (OSW), there are no wetland areas that would be considered jurisdictional to the U.S. Army Corps of Engineers pursuant to Section 404 of the Clean Water Act within the Proposed Project area. The identified onsite OSWs are the result of upland area excavation, managed as stormwater features, and do not maintain any identified wetland habitat value or function.

Two OSWs (OSW 7 and OSW 8) are determined to be isolated but do not have a significant nexus to the closest (less than 1 aerial mile) Traditionally Navigable Water (Old Tampa Bay), including no physical, chemical, and/or biological integrity or direct hydrologic connection. The other OSWs onsite are upland-cut ditch and pond features that are part of the stormwater management system of the parcel, which makes them exempt from the Clean Water Act, Section 404 jurisdiction. The Approved Jurisdictional Determination Form has been submitted to the USACE for acceptance, and correspondence from the Corps will be incorporated into the Final EA.

Pending concurrence from the USACE, no wetland permits are required for development of the parcel.

3.3 PROTECTED SPECIES

The Airco parcel is divided into 126-acres of abandoned golf course and 15-acres of man-made open water resources. Both abandoned Golf Course and Open Water Reservoir communities provide marginal, low-quality habitat inhabited by plant and animal species characteristic of disturbed areas.

Per Pinellas County Land Development Code, all trees 4 inches in diameter at breast height or greater are protected within upland areas unless they are classified as noxious invasive species. Removal of any existing larger trees that occur across the Airco parcel would require a county permit. As the area is developed, the County's landscaping requirements for establishing one tree per every 2,000 square feet apply.

There were 28 special status species (fish, reptiles, birds, and mammals) reviewed as part of the EA as potentially occurring in the project area footprint. Coordination with USFWS and NOAA Fisheries was conducted while preparing the Environmental Assessment. NOAA Fisheries indicated there is no essential fish habitat (EFH) and listed species concerns under their purview (December 4, 2018).

Likewise, the USFWS agreed that the Proposed Project is "unlikely to adversely affect" the Federally listed Endangered Eastern indigo snake and wood stork and requested standard protection measures be incorporated into project plans (December 12, 2018). The development of the Airco



parcel has minimal potential to impact these species, and it is unlikely it will affect populations or individuals within the Airco parcel area of disturbance.

Gopher tortoises are a State-Listed Threatened species. No gopher tortoise burrows were observed within the Proposed Project footprint. However, sufficient upland area exists to support this species. PIE will conduct a 100 percent gopher tortoise burrow survey within 90 days before the initiation of construction activities. Should burrows be identified during the survey, the Florida Fish and Wildlife Conservation Commission Gopher Tortoise Permitting and Relocation Guidelines would be followed.

As stated in the Environmental Assessment, FAA regulations require that all public airports holding a certificate under Title 14 CFR Part 139 maintain a safe operating environment, which includes minimizing attractants to wildlife that becomes hazardous in the operational environment (birds).

Wood Storks are listed as a Federally listed Threatened species. PIE is within the Core Foraging Area (CFA) of two active wood stork rookeries. While there are no wetlands identified as jurisdictional under state and federal delineation criteria, the proposed project footprint contains nominal areas (total of 0.6-acres) considered minimally Suitable Foraging Habitat (SFH) for wood stork. To meet the stormwater needs of the Airco redevelopment, approximately 15-acres of required retention/detention features, accommodated through the use and reconfiguration of exiting site ponds, require the existing acreage of SFH remains onsite as part of the Proposed Project stormwater system.

While impacts on listed bird species are not anticipated, the airport's location makes it potentially suitable for shorebird nesting once site clearing activities commences. To prevent nesting sites from occurring, FWC has recommended clearing activities occur outside shorebird-nesting season (April to October) if possible. If that is impractical, it is recommended that clearing activities be confined to areas slated for near-term development, and that areas do not remain cleared for extended periods, to prevent attractiveness to shorebirds.

4.0 FEES

4.1 IMPACT FEES

Pinellas County multimodal transportation impact fees vary by land use. Of the categories considered for development on the Airco parcel, the following table shows the currently published impact fees. The Airco parcel is within Impact Fee District 8, Highpoint Area.

Existing Published Impact Fees

Land Use Type	Unit	Trip Rate	Average Trip Length	Percent New Trips	Fee Per Unit
General industrial	1,000 sf	7.0	5.1	0.92	$1,414
Manufacturing	1,000 sf	3.8	5.1	0.92	$767
Research Center	1,000 sf	6.1	5.1	0.92	$1,232
General Office, 0-49k SF	1,000 sf	16.3	5.1	0.92	$3,292
General Office, 50k-149k SF	1,000 sf	13.7	5.1	0.92	$2,767
General Office, 150k-299k SF	1,000 sf	11.5	5.1	0.92	$2,323
General Office, 300k-599k SF	1,000 sf	10.4	5.1	0.92	$2,100

4.2 CONNECTION FEES

Current connection fees for water and sewer are contained in FY21 User Fees tables available on the Pinellas County website under "Water Fees and Rates".

Deposit fees are calculated using meter size and vary from $100 to $10,150. Metered connection charges for potable water also vary by meter box size with a range of $115 to $8,700. Tap and Service Line fees vary from $755 to $2,090.

Backflow prevention devices can be installed by the county or owner and vary from $615 to $1,250 depending on their size. There are also additional components, like reduced pressure



devices, double check valve devices. Detailed rates below are taken from the Pinellas County website:

4.3 WATER AND SEWER RATES FOR FY20/21 (EFFECTIVE OCTOBER 1ST):

Water Rates	Retail	Wholesale
Volumetric Rate per 1,000 gallons	$5.13	$4.2159
Base Rate Charge - ¾ inch meter bi-monthly	$13.60	N/A
Base Rate Charge - 1 inch meter bi-monthly	$23.80	N/A
Base Rate Charge - 1.5-inch meter bi-monthly	$40.80	N/A
Base Rate Charge - 2-inch meter bi-monthly	$61.20	N/A
Base Rate Charge - 3-inch meter bi-monthly	$115.60	N/A
Base Rate Charge - 4-inch meter bi-monthly	$176.80	N/A
Base Rate Charge - 6-inch meter bi-monthly	$346.80	N/A
Base Rate Charge - 8-inch meter bi-monthly	$550.80	N/A
Sewer Rates		
Volumetric Rate per 1,000 gallons	$5.98	$5.1617
Base Rate Charge bi-monthly	$32.76	N/A

The Water and Sewer Base Charge is billed **bimonthly** for each customer whether the water is on or off.
The Sewer Volumetric Cap for Single Family Residencies is 10,000 gallons per month.
The Sewer Equivalent Residential Unit (ERU) for Commercial accounts is 5,000 per month.

4.4 RECLAIMED WATER RATES FOR FY20/21 (EFFECTIVE OCTOBER 1ST):

Reclaimed Water Rates (with Availability Charge)	Retail
Availability Charge	$14.00
User Fee Bi-Monthly	$38.00
User Fee per 1,000 gallons	$1.47
Reclaimed Water Rates (without Availability Charge)	
User Fee Bi-Monthly	$44.00
User Fee per 1,000 gallons	$1.47

An Availability Charge applies to unfunded reclaimed water distribution systems. A few areas have funded systems constructed with cooperative funding. These funded systems do not have a separate availability charge.



4.5 SECURITY DEPOSIT:

Residential Properties

The deposit amount is based on the size of the meter and services provided. Deposits for single family properties range from $100 to $1,115. Residential deposits apply to the account as a credit with interest after a satisfactory account payment history over a 24-month period. If the account is closed before the 24-month period, the deposit and interest are applied toward the final bill balance. Any remaining credit is refunded.

Commercial Properties

All commercial properties must pay a deposit. Commercial deposits range from $100 to $18,850. Commercial deposits are ineligible for refund until service has been completed.

5.0 DEVELOPMENT SCENARIOS AND SCHEDULE

5.1 DEVELOPMENT SCENARIOS

Through several design iterations and working meetings with Pinellas County, the Pinellas County Economic Development Department, and PIE, two scenarios were defined. For both scenarios, the following goals were defined:

- The delineation between the aviation uses (80.1± acres) and non-aviation uses (45.4 ± acres) are well defined within the 2019 Airport Master Plan. Very little or no deviations from this general layout were preferred. The parcel was expanded to include additional land owned by the county and existing county right-of-way during this process to bring the total parcel to 131± acres. The right-of-way for Hospitality Lane was oversized, redundant if a central boulevard was considered and under County ownership. This right of way was therefore included to expand the flexibility in layout for a mixed-use commercial/office/manufacturing development.

- Three phases of aviation development are defined in the Airport Master Plan, which includes the proposed taxiways, air cargo, large aircraft facilities, other terminals, associated aprons, and surface parking. The centrally located 34-acres will be developed as Phase 1, then the southern 32.5-acres developed as Phase 2, and finally the northernmost 13.6-acres developed as Phase 3. As the stormwater design by AID, Inc. has developed throughout 2020, the north 13.6-acres (Phase 3) have been identified as a location for a wet pond and floodplain compensation site. Furthermore, the development restrictions associated with the LIMWA line reduced the amount of land available for aviation development. The structures and taxi aprons shown on the seaward side of the LIMWA line were removed from the aviation part of the design in the fall of 2021.

- To promote compatible development with adjacent uses, employees and visitors would access the Airco parcel via 34th Street North, and truck traffic would primarily access the site via 38th Street North/Stoneybrook Drive.

- Evergreen Avenue (Airport Perimeter Road) will remain "open" to maintain access to existing uses to the north, including an electric motor store, an adult day care center, and St. Petersburg Fire Rescue Station 14.

- Access at 34th Street North will have an optional reconfigured condition that eliminates the hard 90-degree turns for employees and visitors and enhances the Airco parcel on the Ulmerton Road corridor. It is not expected that access to existing business in the immediate vicinity (including the Fire Station to the north) will be substantially impacted.

- The reconfiguration of the 34th Street North intersection provides a unique opportunity to create a sense of arrival and place-making. A boulevard entrance will allow expanded landscaped areas adjacent to a boulevard section and within the medians as part of a boulevard section, allowing signage and wayfinding for the proposed business park.

- Parking ratios vary by use, as shown in Table 138.3602. Motor Vehicle Parking Stall Quantity Standards. Ratios appropriate for the uses anticipated on this parcel vary from 1 to 4 parking spaces per 1,000 square feet of building. For the scenarios, 2.5 parking spaces per 1,000 square feet were used for industrial buildings, and 4 parking spaces per 1,000 square feet were used for office buildings.

- A spine road delineates the boundary between the non-aviation side and the aviation side of the Airco parcel. As described in Section 2.1, Stormwater, a 30-foot-wide stormwater conveyance ditch, is planned immediately adjacent to this spine road to the west.

- Throughout this Study, various development scenarios were tested and discussed with Pinellas County, the Pinellas County Economic Development and PIE. Introducing refined Scenarios 1-3 (and their subsets), followed by the creation of Scenarios 4 and 5, and Scenarios 6 and 7 finalized in 2021 after the incorporation of the LIMWA line.

Scenario 6 is centered on "Maximum Development". Within the non-aviation portion of the Airco parcel in the portion zoned E-1 (Employment), there are three building pads proposed and identified for manufacturing or R & D uses, which vary from approximately 198,000 to 388,000 square feet. Building A was removed after incorporating the development restrictions imposed by the LIMWA line. Building B has a 30 ft. setback (5 ft. required) from the eastern property line and is above a 2-story parking garage. Building C is a 1 story building with a small loading dock area on the west side. Both Building B and C have some surface parking areas identified but share most of their associated parking spaces in the proposed parking garage.

In the southern area of the parcel within the portion zoned C-1 (commercial), an Office/Flex building footprint is proposed at approximately 99,000 SF. This footprint can accommodate a two-

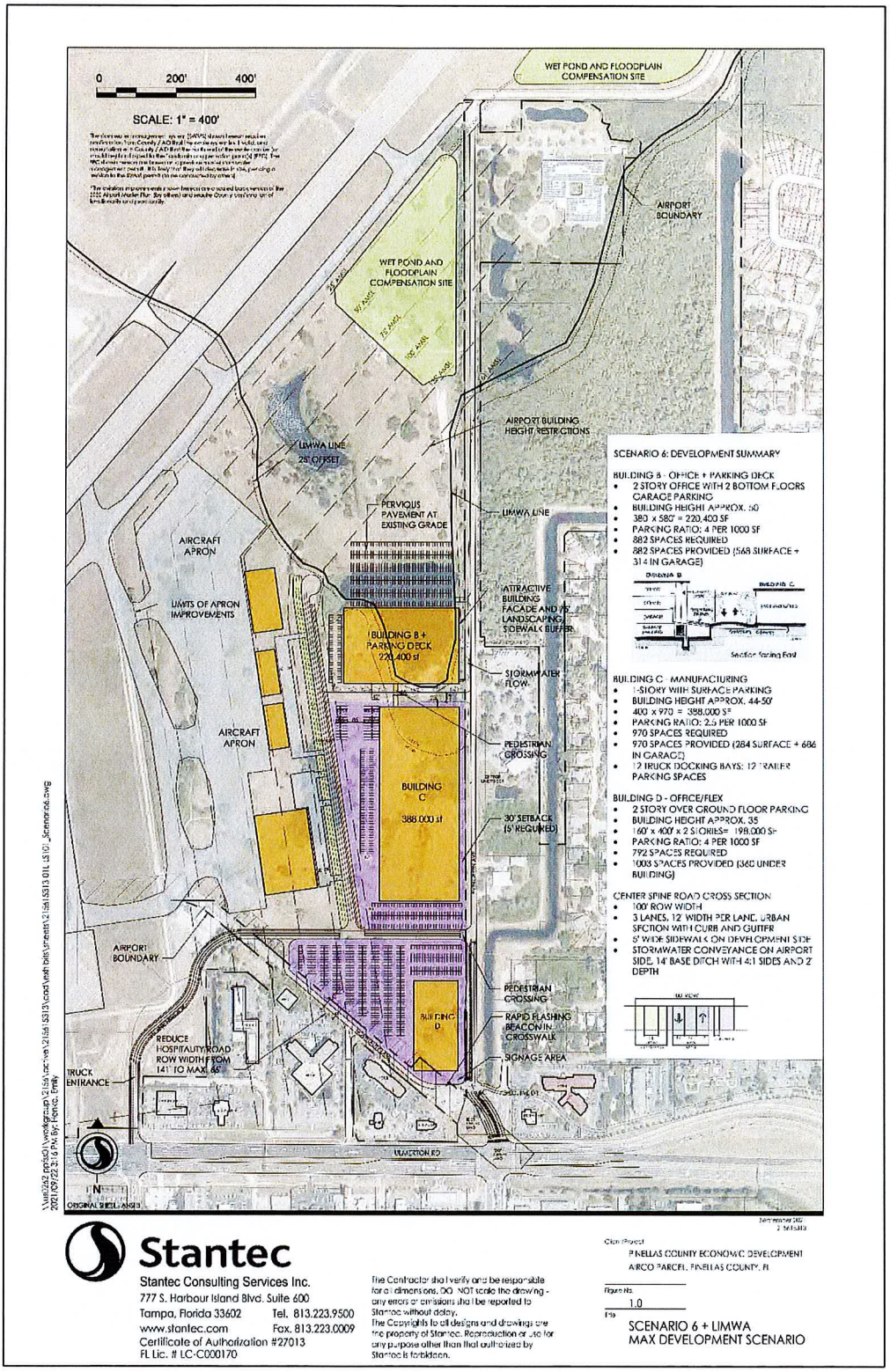


story building (Building D, 198,000 SF) and associated parking at 4 parking spaces per 1,000 square feet of building area. Parking is surface parking and ground floor parking under the building.

The spine road that delineates the non-aviation and aviation portions of the parcel follows the existing road network proposed in the Airport Master Plan. Stoneybrook Drive terminates in a cul-de-sac north of the east-west road north of building B. Hospitality Lane remain as is and forms the southern boundary of the parcel.

The Engineer's Opinion of Probable Construction Costs for Scenario 6 is included in Attachment 10.2. Section III in this attachment includes detailed maps and a cost estimate for the Scenario 6 spine road. Section IV in this attachment includes maps and a detailed cost estimate for the Scenario 6 Southern development area, including fill dirt to raise the building pads. Additionally, Section VII includes maps and detailed cost estimates for improvements needed for Stoneybrook Drive, and Section VIII includes maps and a detailed cost estimate for Power and Telecommunications improvements.




0
200'
400'
SCALE: 1" = 400'
WET POND AND FLOODPLAIN COMPENSATION SITE
AIRPORT BOUNDARY
WET POND AND FLOODPLAIN COMPENSATION SITE
AIRPORT BUILDING HEIGHT RESTRICTIONS
LIMWA LINE
28' OFFSET
LIMWA LINE
PERVIOUS PAVEMENT AT EXISTING GRADE
AIRCRAFT APRON
LIMITS OF APRON IMPROVEMENTS
ATTRACTIVE BUILDING FACADE AND 75' LANDSCAPING SIDEWALK BUFFER
BUILDING B + PARKING DECK 220,400 sf
STORMWATER FLOW
AIRCRAFT APRON
PEDESTRIAN CROSSING
BUILDING C 388,000 sf
30' SETBACK (5' REQUIRED)
AIRPORT BOUNDARY
PEDESTRIAN CROSSING
RAPID FLASHING BEACON IN CROSSWALK
BUILDING D
REDUCE HOSPITALITY ROAD ROW WIDTH FROM 141' TO MAX. 66'
SIGNAGE AREA
TRUCK ENTRANCE
HAMILTON RD
SCENARIO 6: DEVELOPMENT SUMMARY
BUILDING B - OFFICE + PARKING DECK
2 STORY OFFICE WITH 2 BOTTOM FLOORS GARAGE PARKING
BUILDING HEIGHT APPROX. 50'
380' x 580' = 220,400 SF
PARKING RATIO: 4 PER 1000 SF
882 SPACES REQUIRED
882 SPACES PROVIDED (568 SURFACE + 314 IN GARAGE)
BUILDING C - MANUFACTURING
1-STORY WITH SURFACE PARKING
BUILDING HEIGHT APPROX. 44-50'
400' x 970' = 388,000 SF
PARKING RATIO: 2.5 PER 1000 SF
970 SPACES REQUIRED
970 SPACES PROVIDED (284 SURFACE + 686 IN GARAGE)
12 TRUCK DOCKING BAYS; 12 TRAILER PARKING SPACES
BUILDING D - OFFICE/FLEX
2 STORY OVER GROUND FLOOR PARKING
BUILDING HEIGHT APPROX. 35'
160' x 400' x 2 STORIES= 198,000 SF
PARKING RATIO: 4 PER 1000 SF
792 SPACES REQUIRED
1003 SPACES PROVIDED (360 UNDER BUILDING)
CENTER SPINE ROAD CROSS SECTION
100' ROW WIDTH
3 LANES, 12' WIDTH PER LANE, URBAN SECTION WITH CURB AND GUTTER
6' WIDE SIDEWALK ON DEVELOPMENT SIDE
STORMWATER CONVEYANCE ON AIRPORT SIDE, 14' BASE DITCH WITH 4:1 SIDES AND 2' DEPTH
Stantec
Stantec Consulting Services Inc.
777 S. Harbour Island Blvd. Suite 600
Tampa, Florida 33602 Tel. 813.223.9500
www.stantec.com Fax. 813.223.0009
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Client/Project
PINELLAS COUNTY ECONOMIC DEVELOPMENT
AIRCO PARCEL, PINELLAS COUNTY, FL
Figure No.
1.0
Title
SCENARIO 6 + LIMWA
MAX DEVELOPMENT SCENARIO

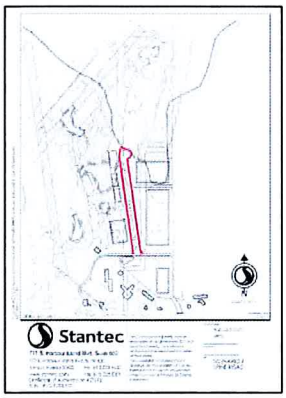
5.1.1 Scenario 7

Scenario 7 is centered on a "Single User" in a primarily surface-parked scenario. In the main non-aviation part of the site, there is a large building pad that can accommodate a building of approximately 396,000 sf. Surface parking is available on the north, west and south side of this building at a ratio of 2.5 spaces per 1,000 square feet. An oversized loading dock area is positioned adjacent to the eastern part of this building, with room for 15 truck docking bays and 15 trailer-parking spaces. Building A is set back 30 ft. (5 ft. required) from the eastern property line.

The Stoneybrook Drive truck entrance alignment deviates from the Airport Master Plan by incorporating a curve to provide zero turns for truck traffic to access the loading docks proposed in this scenario. In the southern area of the site within the portion zoned C-1 (commercial), the entry road is realigned to provide an enhanced boulevard with median style entrance to the site that terminates in a cul-de-sac north of the east-west crossroad north of building A.

The existing Hospitality Lane right of way is abandoned, and the area is reconfigured to include three Office/Flex building pads that vary from approximately 25,000-50,000 SF in size with surface parking (Buildings B, C, and D). These three smaller buildings are 2 stories over ground floor parking. Parking is shown at 4 parking spaces per 1,000 square feet of building area. The parking areas for the smaller buildings along this entry road from the southern boundary of the site, and incorporate the entire abandoned Hospitality Lane right of way. Building C and D are subject to airport height restrictions; it is 100' where it overlaps with Building D and 125' where it overlaps with Building C.

The Engineer's Opinion of Probable Construction Costs for Scenario 7 is included in Attachment 10.2. Section V in this attachment includes detailed maps and a cost estimate for the Scenario 7 spine road. Section VI in this attachment includes maps and a detailed cost estimate for the Scenario 7 Southern development area, including fill dirt to raise the building pads. Additionally, Section VII includes maps and detailed cost estimates for improvements needed for Stoneybrook Drive and Section VIII for Power and Telecommunications improvements.



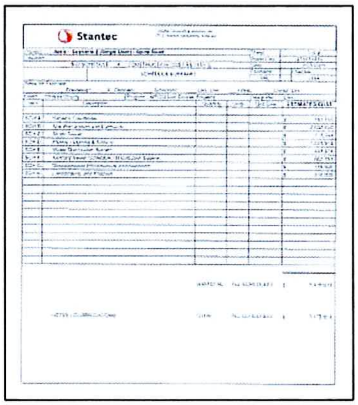
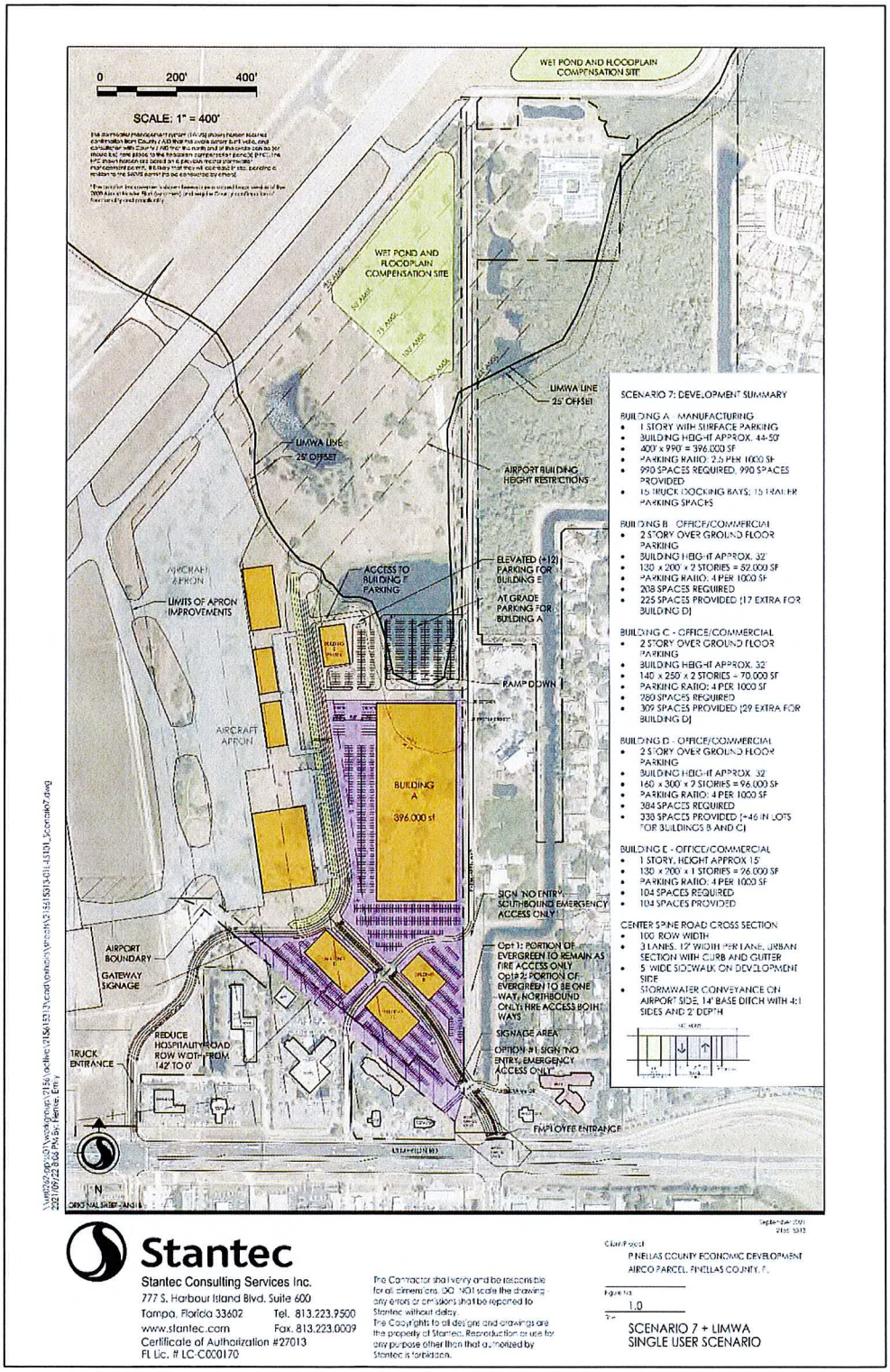


Figure 8. Map examples and detailed cost estimates n the EOPC



5.1.2 Additional design coordination

An additional coordination with the Florida Department of Transportation (FDOT) was started in March 2020. As shown in the scenarios, FDOT owns a portion of the project at the 34th Street North entrance, a relic from an old alignment of Roosevelt Road. FDOT is amenable to work with Pinellas County on this project to eliminate the two right angled turns that provide access to this parcel.

Pinellas County initiated coordination with the Pinellas County Fire Department in 2020 to determine acceptable access for fire trucks, especially if Scenario 7 and the redesigned entry road for 34th Street North are selected over Scenario 6. A portion of Evergreen Avenue will remain in place as fire access only and can be protected from public access by automatic gates or bollards.

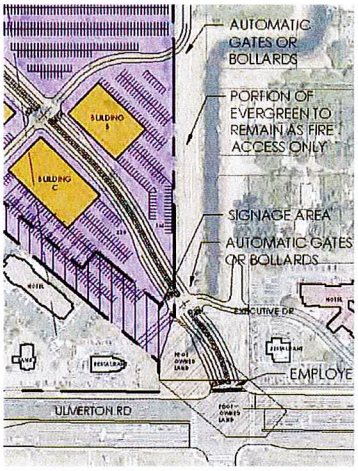


Figure 9. FDOT and Fire station design coordination.

5.2 PLANNING DESIGN AND PERMITTING SCHEDULE

The final scenario selection will determine the specific design and permitting schedule.

5.3 REAL ESTATE FINDINGS

Stantec's Real Estate Strategies Group approached the development feasibility analysis of the Airco parcel by surveying the market through meetings and phone calls with market participants, including brokerages and developers active in Pinellas and Hillsborough Counties. The discussions focused on the structure of any land development on Airco, given the FAA restrictions, the airside and non-airside (commercial) development potential of the parcel, and recent trends and activity for different uses, including industrial/distribution / warehouse, light manufacturing, commercial, office and hospitality.

5.3.1 Development Review & Constraints Analysis

The structure of an agreement with a private developer on Airco would be through a ground lease, as required by the Federal Aviation Administration (FAA). creating constraints to attract certain development partners, as it limits the time horizon in which investment returns can be achieved. Through discussions with Management at PIE Airport and the head of commercial leasing and development at Tampa International Airport (TPA), the lease term the FAA is currently negotiating is a base 30-year with two 10-year options, and in no cases are there total lease terms beyond 50 years. Many developers identify it as the medium term, typical of "long-term ground lease" arrangements with municipalities achieved through public-private partnerships are between 75 and 99 years. This limited term is an additional constraint on the property's development potential of the property because it truncates the horizon within which developers can underwrite their investment and complicates the terminal value calculations of capital

improvements made to the property (e.g., erecting a permanent building) if it reverts to the County during its useful life.

The medium-term ground lease structure required by the FAA severely limits the ability of any private market participant/developer to finance required horizontal site infrastructure improvements to the property, including soil import, site grading, wet/dry utilities (on and off-site), access, drainage improvements, and off-site improvements to traffic signals and access. The substantial costs of designing and delivering these required improvements cannot be borne by a private developer without ownership of the property, and thus cannot amortize the costs over something greater than 30 years and benefit from land value appreciation achieved by these improvements. Our interviews revealed that no master developer or ground lease holder can finance horizontal improvements for the airside or non-airside parcels, and substantial costs will be borne by the County as the property owner. As discussed further, the County can partner with a master developer to share the capital burden of required infrastructure upgrades.

Discussions with market participants additionally revealed it unlikely finding a single development platform to manage the airside and non-airside development, property management and subleasing, and that the most actionable strategy is to pursue independent marketing and development strategies for each parcel in parallel. Given the FAA requires at least 80-acres for aviation-related uses, the only alternative would be a scenario in which a single leasee would be interested in a ground lease for the whole 130-acres for aviation uses. Pinellas County Department of Economic Development has had discussions with Enterprise Florida about a single user that fits this description. However, given the competitive nature of these types of corporate land procurements, there is no high likelihood that Airco would be developed as a fully aviation-related site. One of the major hurdles to attract this type of tenant is the long lead time it would take the Airco parcel to become development-ready (and/or "building pad ready"), and uncertainty around the costs of the improvements and the responsibility for making them.

The balance of this analysis will treat the airside and non-airside development feasibility and their respective delivery options separately.

5.3.2 Airside

The 2019 Airport Master Plan has reserved 80-acres for aeronautical purposes. A recent discussion with PIE management included outreach efforts to FAA to identify flexibility around use requirements and ground lease term, but at the time of this writing, no feedback from FAA has been received. In reviewing published FAA guidance on Lease Agreements, the Authors identified many provisions involved "structures" and "facilities" and did not adequately consider required infrastructure improvements to make a parcel developable. We hope that the FAA will consider the infrastructure costs associated with activating Airco unique and allow lease term flexibility and extension. Having not received guidance back from the FAA at the time of writing, Stantec's outreach efforts focused on the feasibility of activating 80-acres for uses that comply with existing FAA restrictions.



The universe of aviation-centric developers is relatively small, so there was no considerable sample set to work from. That said, the groups have experience in financing, developing, operating, and maintaining airside properties.

5.3.2.1 Space Florida

Space Florida is the aerospace economic development agency of the State of Florida and has played a tremendous role in structuring and financing aerospace-related projects across the State. Stantec's team met Keevin Williams, VP of Special Projects & Strategic Initiatives, to discuss Airco and how Space Florida can assist. Keevin was familiar with PIE and mentioned that while Space Florida has directed no funds or helped capital projects at the airport, Space Florida was interested in doing so. Keevin and his team were instrumental in structuring the CAE USA lease and development at TPA, in which Space Florida acts as the master ground lease tenant, will build the facility and sublease the entire facility to CAE. Assumption of these financial and development responsibilities is exactly what Space Florida specializes in attracting and growing the aerospace industry in Florida. However, Space Florida cannot perform any development activity or assume master ground lease obligations speculatively; they must have an identified and negotiated sub-lease agreement with a credit-worthy tenant, and a possible attractive participant in the airside's development portion of Airco, but only after a user has been identified.

5.3.2.2 Aviation Facilities Co. (AFCO)

AFCO is one of the country's leading airside development companies and has a long history of development and redevelopment of airport/airfield-dependent properties across the US. They rarely own any properties, but have long-term ground leases on land, which they sublease to users for cargo, distribution, logistics or warehousing operations. With the capital backing of a Goldman Sachs infrastructure fund, AFCO has the resources to take various projects simultaneously.

Discussions with their EVP and CIO revealed their ability to undertake the horizontal infrastructure development responsibilities but would seek reimbursement expenses from the County. As they are not the occupant or user of the space themselves, they would look to their national relationship base to confirm interest in the site, required site specifications, and any timelines associated with occupancy.

5.3.2.3 Aeroterm

Aeroterm is an airside developer like AFCO because it assumes master ground lease responsibilities for properties and/or buildings, and then sublease the space to users. Aeroterm's approach to the horizontal infrastructure development expenses required on Airco was also similar to AFCO, with the ability to finance land development expenses, with only a medium-term ground lease and no ownership, however, they would seek the County to reimburse costs (with interest).

Aeroterm's review of the Airco site included preliminary outreach to its network of users active in the airside logistics and cargo sectors. The feedback from did not show any demand from cargo integrators (DHL, FedEx, UPS, etc.) given the existing TPA activity. Users also pointed to the relatively small amount of "belly cargo" (i.e., cargo transshipped by commercial airlines in the hold of



passenger flights) carried by commercial airlines into and out of PIE, and the difficulty of justifying an airside receiving and sorting warehouse for these operations.

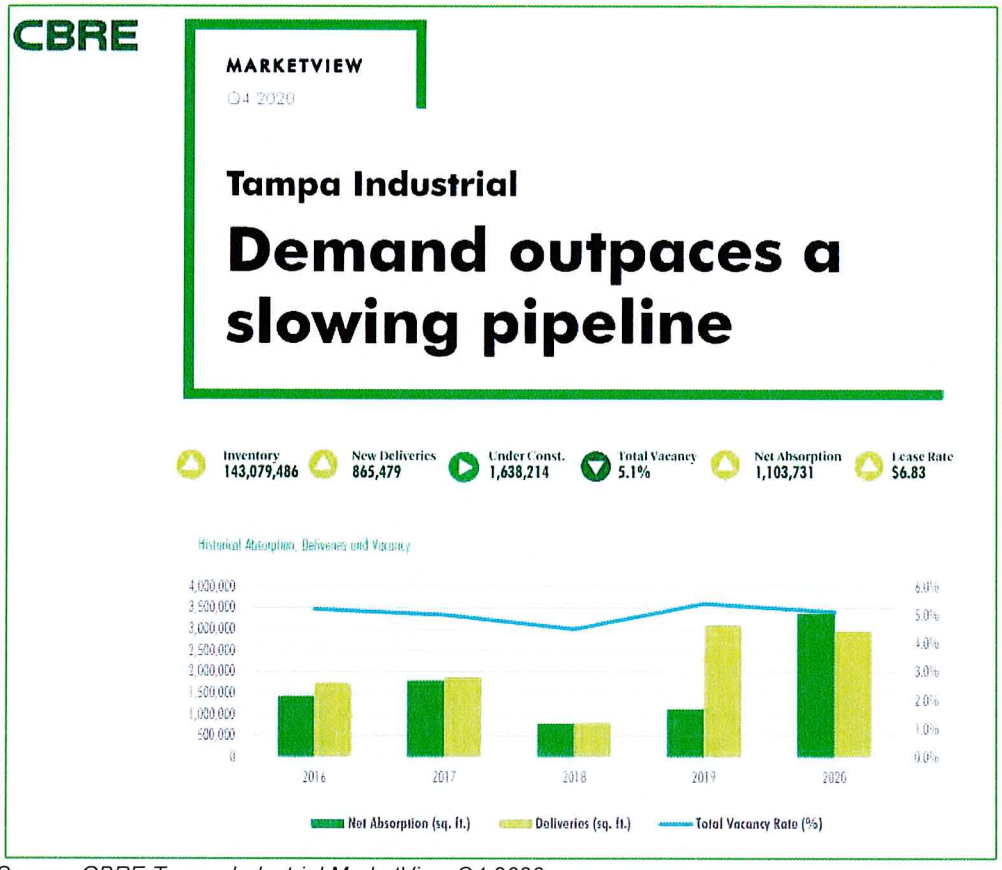
5.3.2.4 Signature

Signature is a fixed base operator ("FBO") with a current lease on approximately 10-acres at PIE for private aircraft operations. Discussions with their FBO team have indicated interest in an expanded presence on Airco for a new FBO facility, coupled with a new Maintenance/Repair/Overhaul ("MRO") facility, which would require an additional 10-15-acres, for a total footprint of 20-25-acres. The expanded taxiways and on-airport infrastructure upgrades required to serve the new Signature facilities would need to be provided by the airport, the County, or a strategic partner like Space Florida. Signature has indicated a possible need to track tenant costs at PIE (± $0.30 per square foot), which is roughly the same amount that users pay the County for ground leases at the Star Center.

5.3.3 Non-Airside

The 50-acres of the Airco parcel that is not required to be developed for aeronautical uses are well positioned for light manufacturing/warehouse and logistical uses. The Central Florida market and the Pinellas County market in particular, are experiencing a substantial demand for large format industrial space. Commercial brokerages indicate 4-5% vacancies in the Pinellas market for industrial and warehouse space, with a forecast for similar scarcity in the future, with current rents of $5.50 psf for Manufacturing, $11.00 psf for R&D and $6.15 for Wholesale/Distribution. The remaining industrial and warehouse spaces unoccupied are small (10-15,000 square feet) and inefficient (< 30-foot clear heights).





Source: CBRE Tampa Industrial MarketView Q4 2020

Industrial and warehouse developers like Blue Steel, Cabot, McCraney and Majestic are investing money in spec-built facilities that lease up before completion, indicating strong developer and user interest.

All brokers interviewed indicated that 50-acres of commercial development on Airco would be the last remaining large tract of land on or near the I-4 corridorhas capacity for a single facility or series of facilities at scale, something that developers and users are increasingly requesting.

Regarding financeable terms, conversations with Harrod Properties, a leading developer of commercial and industrial property active in South Florida, show that they would need a ground lease at least twice as long as any loan they take out for development, meaning they would need a 60-year ground lease if they were to arrange for a typical 30-year mortgage on an industrial building, but presents an issue with the 30-year term, and extensions currently offered by the FFA. Harrod indicated they have experience with 65-year lease terms for on-airport properties they have negotiated with Dallas-Ft. Worth and the FAA.

Discussions with the Economic Development Department have revealed that while generating development activity on Airco is important, the type of employment and employment density per acre are key considerations that will be weighed in any eventual master plan and development

of the property. Uses of greater employment density, such as commercial office, hospitality or light-industrial/flex space, is possible, but would not generate the highest price per acre, nor be developed in the project's first phase. With the last development pad in the Carillon Office Park coming online, we expect there will be a scarcity of land for the new Class A office. However, given Airco's challenging access and lack of direct frontage on Ulmerton Road, the site would be the most suitable for Class B office, and only after other components have activated the site. With 12.4% office vacancies in Pinellas County (12% in Mid-Pinellas), there is inventory to satisfy near term needs.

Submarket	Total Inventory	Direct Vacancy (%)	Total Vacancy (%)	Q3 Net Absorption (SF)	Under Construction (SF)	Avg. Asking Lease Rate ($/SF/FSG/G/MG)
St Pete CBD	1,755,222	6.5	6.9	0	0	30.20
SE St Pete	872,585	9.0	9.2	(5,153)	0	18.68
SW St Pete	565,952	6.2	6.2	4,769	0	15.11
Mid-Pinellas	3,323,523	11.1	11.9	(21,124)	400,000	22.20
N Pinellas	4,039,803	15.1	16.2	(5,266)	0	19.56
Overall Pinellas	10,557,085	11.6	12.4	(26,774)	400,000	21.61

Source: CBRE Tampa Office MarketView, Q3 2020

5.3.4 Project Delivery Recommendations

Airside

Given the limited number of airside development specialists, coupled with the muted response from select users of airside property, Stantec recommends starting a Request for Negotiations ("RFN") to pre-qualified groups for the ground lease and master planned development of the airside portion of Airco. Through this RFN, the County would select one group for Exclusive Negotiations based on their performance history, approach to development, and the proposed timeline to execute definitive agreements. Once a developer has been provided with exclusive rights to negotiate on the property, typically with 60-90 days to perform due diligence (at their cost) and conduct pre-marketing work to identify users, price out site development costs and establish ground lease terms that are financeable. During this time, the County can help start conversations with Signature and Space Florida to advance their interest in the property. At the end of Due Diligence, the selected developer will present ground lease terms and conditions to the County for its review and consideration.

Non-Airside

The market demand for a large tract of land in Pinellas County is high, particularly for distribution/logistics/warehouse and light manufacturing development. Understanding private developers challenges in absorbing the full costs of horizontal development, particularly when structured around a relatively short ground lease term, shows wisdom in looking at joint development/partnership structures. Identifying a master developer with experience with the uses



the County is most desirous of (i.e., uses with greater density employment relative to logistics) and working through a site development plan with associated cost estimates can help determine which aspects of the County's need to perform horizontal infrastructure to assist partners to achieve a market rate return on their investment.

The County can explore a joint-development structure in which it shares the capital burden of site costs and participate in a ground lease agreement, whereby it can benefit from performing the project once it is complete and operating. The flexibility of this structure assists with upfront costs and risks of the private development partner by setting a relatively low base rent (reset at regular intervals) and allow for increasing return on invested capital as the project performs. This structure would also allow the County to benefit from the increasing strength of the industrial property market in Pinellas.

6.0 NEXT STEPS

The next steps toward the development vary slightly based on the chosen Scenario. However, there are basic steps that would apply independent of a specific scenario.

Under the assumption that the first development would only comprise the horizontal infrastructure (i.e., not including improvements on the specific parcels), the following would be an appropriate path to move forward.

1. Determine market approach focusing on high density/wage employment opportunities. Options include:
    - Airside: Initiate a Request for Negotiations with pre-qualified groups for a ground lease. Upon the selection of one group, enter an exclusive negotiation based on parameters established by the County. Allow the selected group a due diligence period and pre-marketing opportunities.
    - Non-Airside: Determine whether Pinellas County will act as the Master Developer or contract with a Master Developer.
    - Determine the approach to a Master Developer or joint-venture partnership.
2. Conduct Base Data Acquisition and Pre-Design activities (expected duration 60 days after a notice to proceed) such as:
    - Boundary, Topographical, and Tree Survey
    - Wetland Delineations (Ponds)
    - Preliminary Threatened and Endangered Species Survey



- Geotechnical Exploration
- Pre-Application Meetings with FDOT, Pinellas County, Southwest Florida Water Management District (SWFWMD), Florida Department of Environmental Protection (Army Corps of Engineers Delegate for Wetland matters)
- Utility will serve letters
- Utility Investigations (availability, capacities, etc.)
- Schematic Design – Horizontal Infrastructure

3. Upon determination of how the Airco parcel will be developed, proceed with a Master Site Plan approval through Pinellas County Development Services (3 months) that outlines specific land uses and levels of entitlement, such as building square footage and dimensional criteria (setbacks, heights). It is imperative that such a site plan should remain flexible in its approval to allow for market shifts and specific end users.

    - Conceptual Site Plan Selection and Refinement
    - County Review of Conceptual Site Plans
    - Conduct Traffic Study
    - Revise / Finalize Site Plan

4. Construction Plan Development (3-4 months)

5. Permitting (9 months)

    - Southwest Florida Water Management District
    - Pinellas County
    - FDEP – Water
    - FDEP – Sewer
    - FDEP Section 404 no Permit Required

7.0 APPENDICES

7.1 REAL ESTATE REPORT

7.2 ENGINEER'S OPINION OF PROBABLE CONSTRUCTION COSTS

APPENDIX 7.1

AIRCO REAL ESTATE REPORT

October 14, 2020

REVISED FEB 10, 2021

AIRCO REAL ESTATE REPORT

Stantec's Real Estate Strategies Group approached the development feasibility analysis of the Airco parcel by surveying the market through meetings and phone calls with market participants including brokerages and developers active in Pinellas and Hillsborough Counties. The discussions focused on the structure of any land development on Airco given the FAA restrictions, the airside and non-airside (commercial) development potential of the parcel and recent trends and activity for different uses including industrial / distribution / warehouse, light manufacturing, commercial office and hospitality.

Development Review & Constraints Analysis

The structure of an agreement with a private developer on Airco would be through a ground lease as required by the Federal Aviation Administration (FAA). This, in itself, is a constraint to attracting certain development partners as it limits the time horizon in which investment returns can be achieved. Through discussion with Management at PIE Airport and the head of commercial leasing and development at Tampa International Airport (TPA), it is understood that the lease term the FAA is currently negotiating is a base 30 year with two 10 year options and in no cases are total lease terms beyond 50 years. Many developers would categorize this as medium term as typical "long term ground lease" arrangements with municipalities achieved through public-private partnerships are between 75 and 99 years. This limited term is an additional constraint on the development potential of the property because it truncates the horizon within which developers can underwrite their investment and complicates the terminal value calculations of capital improvements made to the property (e.g. erecting a permanent building) if it reverts to the County during its useful life.

Most importantly, the medium-term ground lease structure required by the FAA severely limits the ability of any private market participant / developer to finance required horizontal site infrastructure improvements to the property including soil import, site grading, wet/dry utilities (on and off-site), access, drainage improvements and offsite improvements to traffic signals and access. The substantial costs of designing and delivering these required improvements cannot be borne by a private developer who will not own the property and thus not be able to amortize the costs over something greater than 30 years and benefit from land value appreciation achieved by these improvements. Our interviews revealed that no master developer or ground lease holder will be able to finance any horizontal improvements, for the airside or non-airside parcels, and a substantial amount of these costs will need to be borne by the County as the property owner. As will be discussed further, there are opportunities for the County to partner with a master developer to jointly share the capital burden of required infrastructure upgrades.

Discussions with market participants additionally revealed that there is likely no single development platform that would be able to manage the airside and non-airside development, property management and subleasing and that the most actionable strategy is to pursue independent marketing and development strategies for each parcel in parallel. Given that the FAA requires that *at least* 80 acres be utilized for aviation-related uses, the only alternative to this would be a scenario in which a single leasee would be interested in a ground lease for the whole 130 acres for aviation uses. Pinellas County Department of Economic Development has had discussions with Enterprise Florida about a single user that fits this description but, given the competitive nature of these types of corporate land procurements, there is not a high likelihood that Airco would be developed as a fully aviation-related site. One of the major hurdles to attracting this type of tenant is the long lead time it would take the Airco parcel to become development-ready (and/or "building pad ready"), and the uncertainly around the costs of the improvements and the responsibility for making them.

The balance of this analysis will treat the airside and non-airside development feasibility and their respective delivery options separately.

1. Airside

The 2019 Airport Master Plan has reserved 80 acres for aeronautical purposes. Recent discussion with PIE Management included outreach efforts to FAA to identify flexibility around use requirements as well as ground lease term but, at the time of this writing, no feedback from FAA has been received. In reviewing published FAA guidance on Lease Agreements, the Authors identified that many of the provisions involved "structures" and "facilities" and did not adequately consider required infrastructure improvements to make a parcel developable. It is our hope that the FAA would consider the infrastructure cost associated with activating Airco unique and allow for lease term flexibility and extension. Having not received guidance back from the FAA at the time of writing, Stantec's outreach efforts focused on the feasibility of activating 80 acres for uses that are compliant with existing FAA restrictions.

The universe of aviation-centric developers is relatively small, so there was not a very large sample set to work from. That said, the groups interviewed all have experience in financing, developing and operating & maintaining airside properties.

- Space Florida

Space Florida is the aerospace economic development agency of the State of Florida and has played a tremendous role in structuring and financing aerospace related projects across the State. Stantec's team met with Keevin Williams, VP of Special Projects & Strategic Initiatives, to discuss Airco and how Space Florida may be able to assist. Keevin was very familiar with PIE and mentioned that while Space Florida has not directed any funds or helped capital projects at the airport, Space Florida was interested in doing so. Keevin and his team were instrumental in structuring the CAE USA lease and development at TPA, in which Space Florida is acting as the master ground lease tenant, will build the facility and sublease the entire facility to CAE. Assumption of these financial and development responsibilities is exactly what Space Florida specializes in to attract and grow the aerospace industry in Florida. However, Space Florida cannot perform any development activity or assume master ground lease obligations on a speculative basis; they need to have an identified and negotiated sub-lease agreement in place with a credit-worthy tenant. As such, they may very likely be an attractive participant in the development of the airside portion of Airco, but only after a user has been identified.

- Aviation Facilities Co. (AFCO)

AFCO is one of the country's leading airside development companies and has a long history with development and redevelopment of airport/airfield-dependent properties across the US. They typically do not own any properties but have long term ground leases on land which they, in turn, sublease to users for cargo, distribution, logistics or warehousing operations. With the capital backing of a Goldman Sachs infrastructure fund, AFCO has the resources to take a wide variety of projects simultaneously.

Discussions with their EVP and CIO revealed that they could take on the horizontal infrastructure development responsibilities on the Airco property but would look for reimbursement of those expenses from the County. Additionally, as they are not the occupant or user of the space themselves, they would look to their national relationship base to confirm interest in the site, required site specifications and any timelines associated with occupancy.

- Aeroterm

Aeroterm is an airside developer similar to AFCO in that it assumes master ground lease responsibilities for properties and/or buildings and then subleases the space to users. Aeroterm's approach to the horizontal infrastructure development expenses required on Airco was also similar to AFCO in that while it could finance

the land development expenses, because they are not the property owner and only have a medium-term ground lease, they would look for the County to reimburse them for costs (with interest).

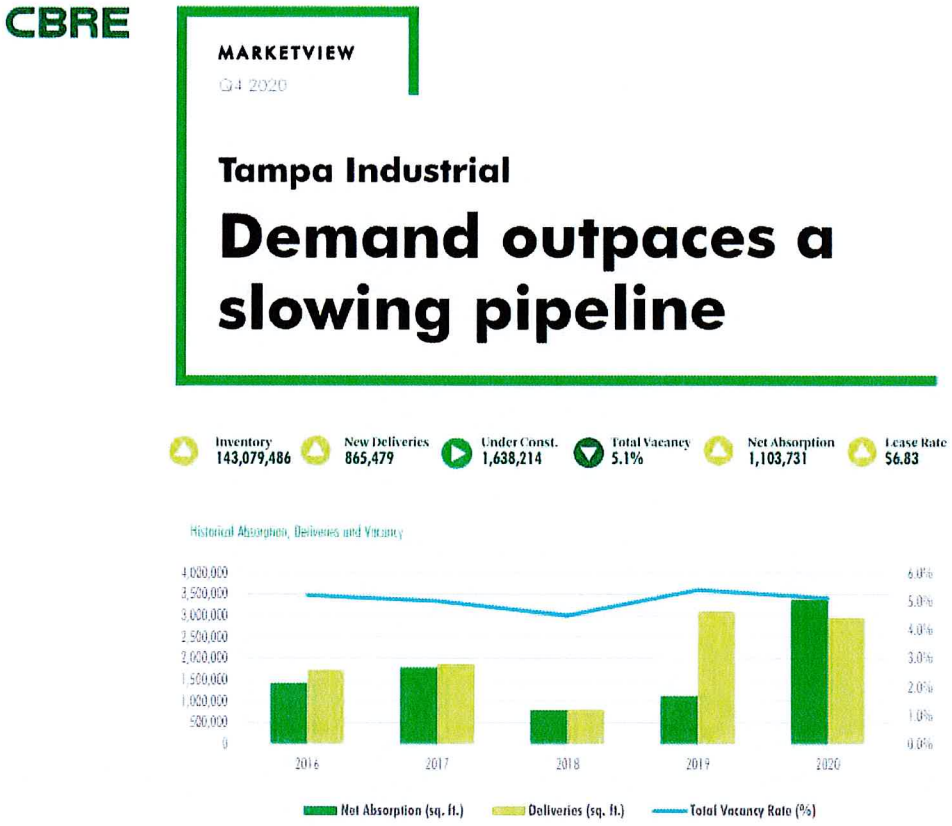
Aeroterm's review of the Airco site included some preliminary outreach to its network of users active in the airside logistics and cargo sectors. The feedback from this did not indicate any demand from cargo integrators (DHL, FedEx, UPS, etc.) given the existing activity out of TPA. Users also pointed to the relative small amount of "belly cargo" (i.e. cargo that is transshipped by commercial airlines in the hold of passenger flights) that is carried by commercial airlines into and out of PIE and the difficulty of justifying an airside receiving and sorting warehouse for these operations.

- Signature

Signature is a fixed base operator ("FBO") with a current lease on approximately 10 acres at PIE for private aircraft operations. Discussions with their FBO team have indicated that they may be interested in an expanded presence on Airco for a new FBO facility coupled with a new Maintenance / Repair / Overhaul ("MRO") facility which would require an additional 10-15 acres, for a total footprint of 20-25 acres. The expanded taxiways and on-airport infrastructure upgrades required to serve the new Signature facilities would need to be provided by the airport, the County or a strategic partner like Space Florida. Signature has indicated that any new lease at Airco would likely need to track what they are currently paying at PIE which is +/- $0.30 per square foot. This is roughly the same amount that users are paying the County for ground leases at the Star Center.

2. Non-Airside

The 50 acres of the Airco site that are not required to be developed for aeronautical uses are very well positioned for light manufacturing / warehouse and logistical uses. The Central Florida market in general, and the Pinellas County market in particular, is experiencing very strong demand for large format industrial space. Commercial brokerages are indicating 4-5% vacancies in the Pinellas market for industrial and warehouse space with a forecast for similar scarcity into the future, with current rents of $5.50 psf for Manufacturing, $11.00 psf for R&D and $6.15 for Wholesale/Distribution. The remaining industrial and warehouse spaces that are unoccupied are small (10-15,000 square feet) and inefficient (< 30-foot clear heights).



Source: CBRE Tamps Industrial MarketView Q4 2020

Industrial and warehouse developers like Blue Steel, Cabot, McCraney and Majestic are investing money into spec-built facilities that lease up prior to completion, indicating strong developer and user interest.

All brokers interviewed indicated that the 50 acres of commercial development on Airco would be the last remaining large tract of land on or near the I-4 corridor that could house a single facility or series of facilities at scale, something that developers and users are increasingly requesting.

With respect to financeable terms, conversations with Harrod Properties, a leading developer of commercial and industrial property active in South Florida, indicate that they would need a ground lease at least twice as long as any loan they take out for development, meaning that they would need a 60-year ground lease if they were to arrange for a typical 30-year mortgage on an industrial building. On its surface, this presents an issue with the 30-year term with extensions currently being offered by the FFA. Harrod did indicate that they have experience with 65-year lease terms for on-airport properties they have negotiated with Dallas-Ft. Worth and the FAA.

Discussions with the Economic Development Department have revealed that while generating development activity on Airco is important, the type of employment and employment density per acre are key considerations that will be weighed in any eventual master plan and development of the property. Uses of greater employment density, such as commercial office, hospitality or light industrial/flex space may be possible on Airco but would not generate the highest price per acre nor would they likely be developed in the project's first phase. With the

last development pad in the Carillon Office Park coming online soon, we expect there to be a scarcity of land for new Class A office. However, given Airco's challenging access and lack of direct frontage on Ulmerton Road, the site would be most suitable for Class B office, and only after other components have begun to activate the site. Furthermore, with 12.4 % office vacancies in Pinellas County (12% in Mid-Pinellas), there is available inventory to satisfy near term needs.

Submarket	Total Inventory	Direct Vacancy (%)	Total Vacancy (%)	Q3 Net Absorption (SF)	Under Construction (SF)	Avg. Asking Lease Rate ($/SF/FSG/G/MG)
St Pete CBD	1,755,222	6.5	6.9	0	0	30.20
SE St Pete	872,585	9.0	9.2	(5,153)	0	18.68
SW St Pete	565,952	6.2	6.2	4,769	0	15.11
Mid-Pinellas	3,323,523	11.1	11.9	(21,124)	400,000	22.20
N Pinellas	4,039,803	15.1	16.2	(5,266)	0	19.56
Overall Pinellas	10,557,085	11.6	12.4	(26,774)	400,000	21.61

Source: CBRE Tampa Office MarketView, Q3 2020

3. Project Delivery Recommendations

Airside

Given the limited number of airside development specialists, coupled with the muted response from select users of airside property, Stantec recommends initiating a Request for Negotiations ("RFN") to pre-qualified groups for the ground lease and master planned development of the airside portion of Airco. Through this RFN, the County would select one group for Exclusive Negotiations based upon their performance history, approach to development and the proposed timeline to execute definitive agreements. Once a developer has been provided with exclusive rights to negotiate on the property, they will have some period (60-90 days) to perform due diligence (at their cost) and conduct pre-marketing work to identify users, price out site development costs and establish ground lease terms that are financeable. During this time, the County can help initiate conversations with Signature and Space Florida to advance their interest in the property. At the end of Due Diligence, the selected developer will present ground lease terms and conditions to the County for its review and consideration.

Non-Airside

As previously stated, the market demand for a large tract of land in Pinellas County is very high, particularly for distribution / logistics / warehouse and light manufacturing development. Understanding the challenges that private developers may have in absorbing the full costs of horizontal development, particularly when structured around a relatively short ground lease term, indicate that there is wisdom in looking at joint development / partnership structures. Identifying a master developer that has experience with the types of uses the County is most desirous of (i.e. uses with greater density employment relative to logistics) and working through a site development plan with associated cost estimates can help determine which aspects of the horizontal infrastructure may need to be performed by the County to help its partner achieve a market rate return on their investment.

Depending on the County's flexibility, it may wish to explore a joint-development structure in which it shares the capital burden of site costs as well as a participating ground lease agreement whereby it can benefit from the

performance of the project once it is complete and operating. The flexibility of this structure could help match upfront costs and risks of the private development partner by setting a relatively low base rent (reset at regular intervals) and allow for increasing return of invested capital as the project performs. This structure would also allow the County to benefit from the increasing strength of the industrial property market in Pinellas.

Brett Sherman
Principal

Phone: 212 886 0772
brett.sherman@stantec.com

APPENDIX 7.2

Engineers Opinion of Probable Construction Costs

March, 2021

Airco Golf Course Property

Pinellas County, FL

Preliminary Planning; Engineering Investigations and Real Estate Consulting Services

Engineers Opinion of Probable Construction Costs

Prepared for:

Pinellas County Economic Development Department

Prepared by:

Stantec Consulting Services, Inc.
777 S. Harbour Island Blvd.
Suite 600
Tampa, FL 33602

Stantec

Stantec Ref #: 215615313
March 2021

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V	Maps + Cost Estimate (Scenario 5 Spine Road) (Scenario 5 Spine Road)	7
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Engineers Certification:

This is to certify that the contents of this report, as noted above in the Table of Contents, were prepared by me, or under my direct supervision.

Lee H. Harwell, P.E.
Florida Registration No. 50134

Stantec Consulting Services, Inc.
777 S Harbour Island Blvd, Suite 600
Tampa, FL 33602
Certificate of Authorization No. 27013

This item has been electronically signed and sealed by Lee H. Harwell, PE on the date adjacent to the seal, using a SHA-1 authentication code.

Printed copies of this document are not considered signed and sealed and the SHA-1 authentication code must be verified on any electronic copies.

This Engineer's Opinion of Probable Construction Cost (EOPCC) is submitted to the Client for the Client's use and information. The client acknowledges that this cost estimate is only Stantec's opinion, that Stantec has no control over construction costs, and that Stantec cannot make any warranty, either expressed or implied, that the Engineer's Opinion of Probable Construction will compare favorably with any bids for the work that are received from contractors.

BASIS OF ENGINEERS OPINION OF PROBABLE COST ESTIMATE

EXISTING CONDITIONS:

1. Topography taken from LIDAR data. Accuracy is unknown.
2. Subsurface Explorations have not been conducted. Therefore, removal or relocation of unforeseen subsurface utilities and other items, are not included
3. The depths of the existing ponds on the property are unknown. It has need assumed that they are 15-feet deep, with 4H:1V side slopes.
4. Types, sizes, and condition of trees which exist on the property are unknown.
5. The condition of existing paved roads (i.e. asphaltic pavement, base, subbase, etc.) are unknown.
6. Approximate location, size, and some elevation information of water and wastewater utilities have been obtained by the local jurisdiction, however, it has not been verified.
7. Size, location, types of soft utilities are unknown, and the cost associated with their removal or relocation has not been quantified.
8. Demolition of the existing stormwater management system (pipes, structures, etc.) on the Airco property is not included in the cost estimate. There may need to be selective, phased, demolition necessary to keep existing drainage patterns intact, while developing certain, new, improvements. The project drainage consultant will need to be involved in such determination / analysis.

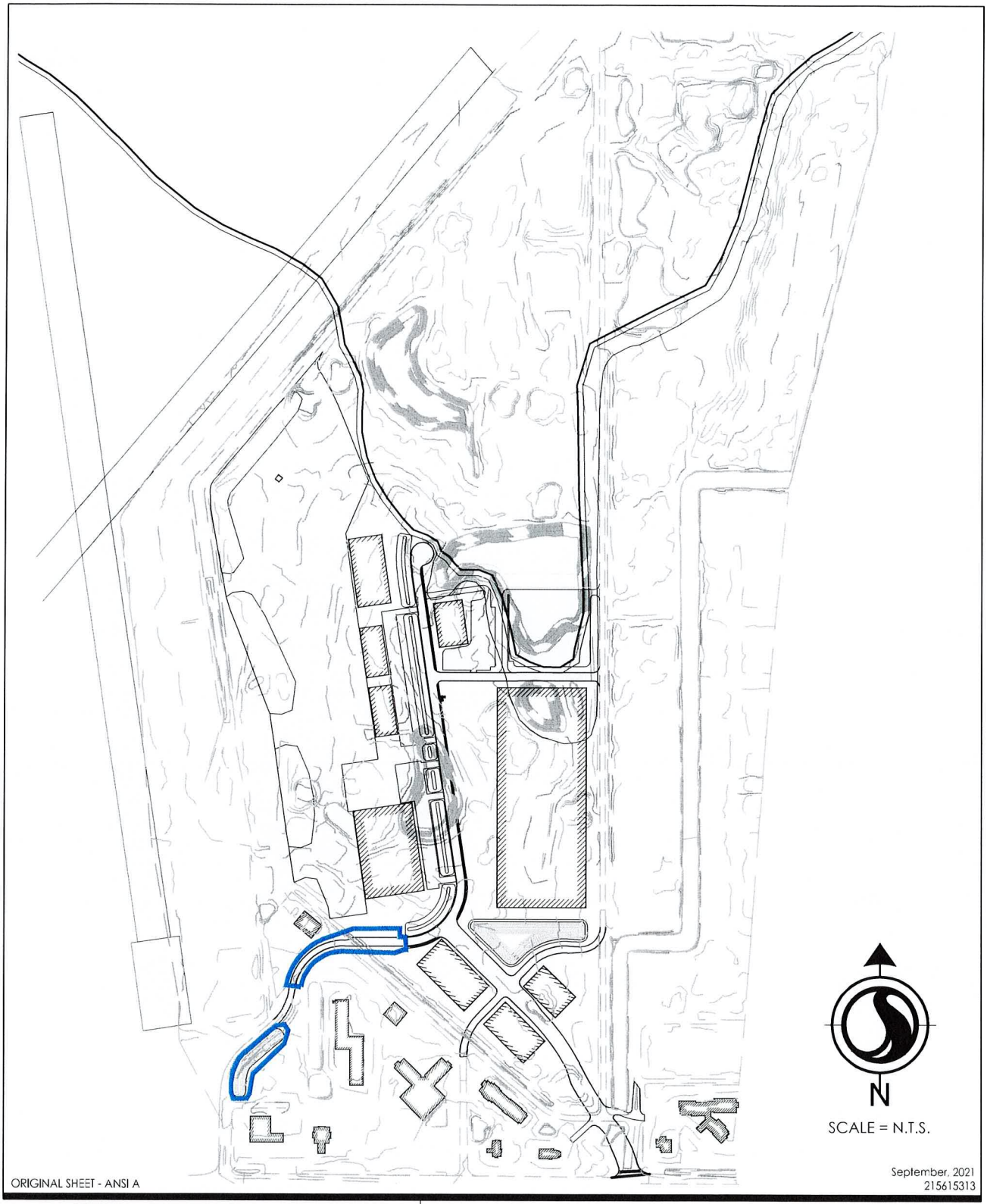
ASSUMPTIONS:

1. All excavated material can be reused as fill.
2. New asphaltic pavement structural section is assumed
3. Tree Removal not included in costs for developer pads
4. Does not include relocation of existing watermain. Actual location is unknown.
5. Does not include demolition of existing roads, utilities, above or below ground infrastructure, off of the property, necessary for new improvements to take place.

OTHER:

1. General Conditions do not include Contractor's General Conditions such as insurance, bonds, profit, overhead, etc.

MAP + COST SCHEDULE
Stoneybrook Drive Improvements



N

SCALE = N.T.S.

ORIGINAL SHEET - ANSI A

September, 2021
215615313

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Tampa, Florida 33602 Tel. 813.223.9500
www.stantec.com Fax. 813.223.0009
Certificate of Authorization #27013
FL Lic. # LC-C000170

The Contractor shall verify and be responsible for all dimensions. DO NOT scale the drawing - any errors or omissions shall be reported to Stantec without delay.
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Client/Project
PINELLAS COUNTY
AIRCO

Figure No.
1

Title
STONEYBROOK ROAD

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Project: **Airco - Stoneybrook Drive**		Sheet:	1 of 7
Location:		Project No.	215615313
_____ BID SCHEDULE _X_ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
	SCHEDULE SUMMARY	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
SCH A	General Conditions				$ 59,352
SCH B	Site Preparation and Earthwork				$ 153,412
SCH C	Storm Sewer				$ 95,128
SCH D	Paving / Signing & Striping				$ 185,808
SCH E	Miscellaneous Site Work				$ 31,050
SCH F	Landscaping				$ 75,000

SUBTOTAL - ALL SCHEDULES $ 599,749

NOTES / CLARIFICATIONS:

TOTAL - ALL SCHEDULES 599,749

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Project: **Airco - Stoneybrook Drive**		Sheet:	2 of 7
Location:		Project No.	215615313
____ BID SCHEDULE __X__ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
SCHEDULE A	GENERAL CONDITIONS	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___ FINAL ____ Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Mobilization	1	LS	$ 5,000	$ 5,000
2	Construction Entrance	1	LS	$ 5,000	$ 5,000
3	Dewatering Plan	1	LS	$ 2,500	$ 2,500
4	NPDES Permitting Compliance / SWPPP Monitoring / Notice of Termination	1	LS	$ 5,000	$ 5,000
					-
5	Demolition - Ex. Asphaltic Concrete (includes removal of base and subgrade)	185	SY	$ 6	$ 1,110
					-
6	Maintenance of Traffic	5	DAY	$ 600	$ 3,000
7	Construction Staking	1	LS	$ 15,000	$ 15,000
8	As-Builts / Record Drawings	1	LS	$ 7,500	$ 7,500
9	Material Testing	1	LS	$ 7,500	$ 7,500

SUBTOTAL - SCHEDULE A	$	51,610
15% Contingency		7,742
TOTAL - SCHEDULE A		59,352

NOTES / CLARIFICATIONS:

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Project: **Airco - Stoneybrook Drive**		Sheet:	3 of 7
Location:		Project No.	215615313
BID SCHEDULE X CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
SCHEDULE B	SITE PREPARATON AND EARTHWORK	Estimator: ARL	Checker: LHH

Basis for Estimate:
Pre-design X Concept Schematic Des. Dev. FINAL Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Erosion Control / Silt Fence	3,124	LF	$ 3	$ 9,372
2	Inlet Protection	6	EA	$ 100	$ 600
3	Clearing and Grubbing	1.94	AC	$ 5,000	$ 9,700
4	Tree Removal	1	LS	$ 25,000	$ 25,000
5	Onsite Cut to Fill, Grading, Compaction	1,904	CY	$ 4	$ 7,616
6	Import of Fill Material, Grading, Compaction	4,584	CY	$ 15	$ 68,760
7	Sod - Pond	2,376	SY	$ 4	$ 9,504
9	Seed and Mulch - ROW	2,875	SY	$ 0.50	$ 1,438
10	Sod (2') Behind Curb	353	SY	$ 4	$ 1,412

SUBTOTAL - SCHEDULE B	$	133,402
15% Contingency		20,010
TOTAL - SCHEDULE B		153,412

NOTES / CLARIFICATIONS.

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Project: **Airco - Stoneybrook Drive**		Sheet:	4 of 7
Location:		Project No.	215615313
BID SCHEDULE _X_ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
SCHEDULE C	STORM SEWER	Estimator: ARL	Checker: LHH

Basis for Estimate:
Pre-design X Concept Schematic Des. Dev. FINAL Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Pond Control Structure	1	EA	$ 4,000	$ 4,000
2	FDOT Type 5 Inlet	2	EA	$ 5,200	10,400
3	FDOT Type 6 Inlet	2	EA	$ 6,300	12,600
4	24" FES	1	EA	$ 2,700	2,700
5	15" RCP	52	LF	$ 85	4,420
6	18" RCP	170	LF	$ 90	15,300
7	24" RCP	340	LF	$ 95	32,300
8	Connect to Existing 24" Pipe	1	EA	$ 1,000	1,000

NOTES / CLARIFICATIONS:

SUBTOTAL - SCHEDULE C	$ 82,720
15% Contingency	12,408
TOTAL - SCHEDULE C	95,128

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Project: **Airco - Stoneybrook Drive**		Sheet:	5 of 7
Location:		Project No.	215615313
____ BID SCHEDULE __X__ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
SCHEDULE D	PAVING / SIGNING & STRIPING	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___ FINAL ___ Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	2" Type SP 12.5 Structural Course (Traffic C)	1,917	SY	$ 10	$ 19,170
2	1" Friction Course FC-9.5 (Traffic C)	1,917	SY	$ 7	$ 13,419
3	Optional Base Group 9	1,917	SY	$ 30	$ 57,510
4	12" Compacted Subgrade (LBR-40)	2,271	SY	$ 7	$ 15,897
5	Mill & Resurface Existing Asphalt (3" Avg. Depth)	3,687	SY	$ 2.15	$ 7,927
6	Type 'F' Curb	1,586	LF	$ 24	$ 38,064
7	Signage & Striping	1	LS	$ 9,585	$ 9,585

SUBTOTAL -	SCHEDULE D	$ 161,572
	15% Contingency	24,236
TOTAL -	SCHEDULE D	185,808

NOTES / CLARIFICATIONS:

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Project: **Airco - Stoneybrook Drive**		Sheet:	6 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X_ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
SCHEDULE E	MISCELLANEOUS INFRASTRUCTURE IMPROVEMENTS	Estimator: ARL	Checker: LHH

Basis for Estimate:
___ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___ FINAL ___ Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Street Lighting	10	YEAR	$2,700.00	$ 27,000

SUBTOTAL - SCHEDULE E	$	27,000
15% Contingency		4,050
TOTAL - SCHEDULE E		31,050

NOTES / CLARIFICATIONS:

1 Lease program with public utility. Infrastructure costs are "no charge" provided a 10-year lease is entered into. Monthly Charge for Light Pole + Fixture

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Project: **Airco - Stoneybrook Drive**		Sheet:	7 of 7
Location:		Project No.	215615313
____ BID SCHEDULE __X__ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
SCHEDULE F	LANDSCAPING	Estimator: ARL	Checker: LHH

Basis for Estimate:
___ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___ FINAL ___ Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Landscaping	1	LS	Allowance	$ 75,000

SUBTOTAL - SCHEDULE F $ 75,000

NOTES / CLARIFICATIONS:

TOTAL - SCHEDULE F 75,000

COST SCHEDULE
Power + Telecommunications

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Project: **Airco ReDevelopment - Either Scenario**		Sheet:	1 of 1
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	2/23/2021
	SOFT UTILITIES	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

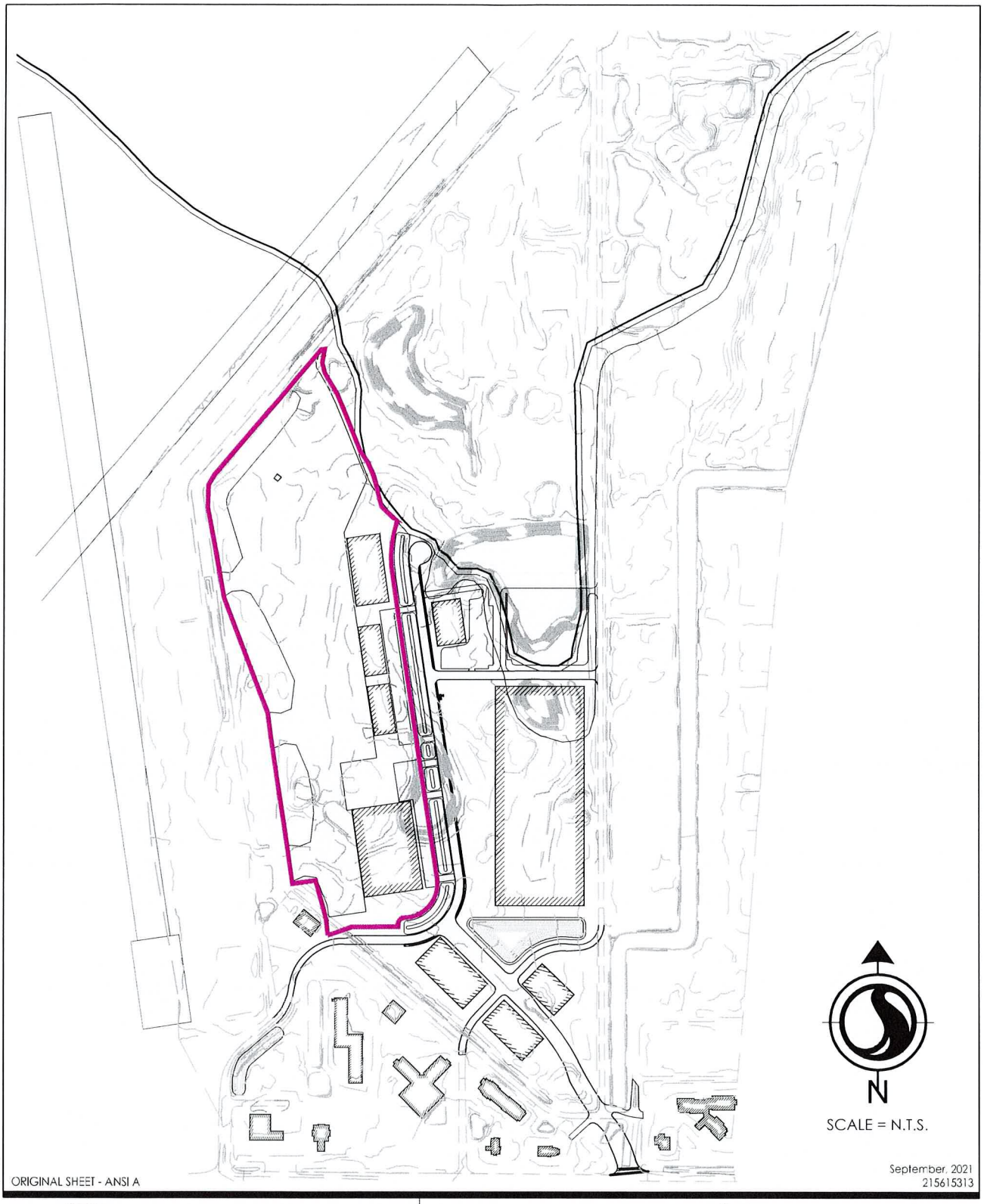
Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Electrical Power				$ 700,000
2	Telecommunications				$ TBD
					$
					$
					$
					$
					$
					$

SUBTOTAL - ALL SCHEDULES $ 700,000

NOTES / CLARIFICATIONS:

TOTAL - ALL SCHEDULES $ 700,000

MAP + COST SCHEDULE
Airside / Apron Improvements



N

SCALE = N.T.S.

September, 2021
215615313

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Client/Project
PINELLAS COUNTY
AIRCO

Figure No.
1

Title
AIRSIDE AREA

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Project:	**Airco - Scenario - Airside Improvements**	Sheet:	1 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
	SCHEDULE SUMMARY	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
SCH A	General Conditions				$ 172,500
SCH B	Site Preparation and Earthwork				$ 5,046,552
SCH C	Storm Sewer				$ 1,332,321
SCH D	Paving / Signing & Striping				$ 10,860,825
SCH E	Miscellaneous Infrastructure Improvements				$ 57,500
SCH F	Landscaping and Irrigation				$ 25,000

SUBTOTAL - ALL SCHEDULES $ 17,494,698

NOTES / CLARIFICATIONS:

TOTAL - ALL SCHEDULES $ 17,494,698

Stantec

Stantec Consulting Services, Inc.
777 S. Harbour Island Blvd, Suite 600

Project: **Airco - Scenario - Airside Improvements**		Sheet:	2 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
SCHEDULE A	GENERAL CONDITIONS	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Mobilization	1	LS	$ 10,000	$ 10,000
2	Construction Entrance / Maintenance	1	LS	$ 5,000	$ 5,000
3	Dewatering Plan	1	LS	$ 10,000	$ 10,000
4	NPDES Permitting Compliance / SWPPP Monitoring / Notice of Termination	1	LS	$ 10,000	$ 10,000
5	Maintenance of Traffic	0	DAY	$ 600	$ 0
6	Construction Staking	1	LS	$ 50,000	$ 50,000
7	As-Builts / Record Drawings	1	LS	$ 25,000	$ 25,000
8	Material Testing	1	LS	$ 40,000	$ 40,000

SUBTOTAL - SCHEDULE A	$	150,000
15% Contingency	$	22,500
TOTAL - SCHEDULE A	$	172,500

NOTES / CLARIFICATIONS:

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Project:	**Airco - Scenario - Airside Improvements**	Sheet:	3 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
SCHEDULE B	SITE PREPARATON AND EARTHWORK	Estimator: ARL	Checker: LHH

Basis for Estimate:
___Pre-design ___X__ Concept ___Schematic ___Des. Dev. ___FINAL ___Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Erosion Control / Silt Fence	4,645	LF	$ 3	$ 13,935
2	Inlet Protection	19	EA	$ 100	$ 1,900
3	Clearing and Grubbing	36.9	AC	$ 5,000	$ 184,500
4	Tree Removal	1	LS	$ 30,000	$ 30,000
5	Onsite Cut to Fill, Grading, Compaction	296	CY	$ 4	$ 1,184
6	Import of Fill Material, Grading, Compaction	270,369	CY	$ 15	$ 4,055,535
7	Sod- Bahia	50,626	SY	$ 2.00	$ 101,252
8					$ -
9					$ -
10					$ -

SUBTOTAL -	SCHEDULE B	$	4,388,306
	15% Contingency	$	658,246
TOTAL -	SCHEDULE B	$	5,046,552

NOTES / CLARIFICATIONS:

1 Onsite Cut to Fill - Shrinkage Factor 10%

2 Import Fill - Swell Factor 30%

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Project:	**Airco - Scenario - Airside Improvements**	Sheet:	4 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
SCHEDULE C	STORM SEWER	Estimator: ARL	Checker: LHH

Basis for Estimate:
___ Pre-design _X_ Concept ___ Schematic ___ Des. Dev. ___ FINAL ___ Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	FDOT Type F Inlet (Hanger Parking Field)	6	EA	$ 6,500	$ 39,000
2	FDOT Type F Inlet (Apron)	19	EA	$ 8,500	$ 161,500
	Manhole	1	EA	$ 3,800	$ 3,800
3	15" RCP	1,600	LF	$ 100	$ 160,000
4	18" RCP	163	LF	$ 110	$ 17,930
5	24" RCP	1,578	LF	$ 125	$ 197,250
6	30" RCP	929	EA	$ 140	$ 130,060
7	36" RCP	600	EA	$ 150	$ 90,000
8	15" MES w/ RipRap	6	EA	$ 1,500	$ 9,000
9	Private Stormwater Pump Station	2	EA	$ 175,000	$ 350,000
10					$

SUBTOTAL - SCHEDULE C	$	1,158,540
15% Contingency	$	173,781
TOTAL - SCHEDULE C	$	1,332,321

NOTES / CLARIFICATIONS:

1 Stormwater Pump Station may or may not be required pending results of the Update to the Master Stormwater Management Study (by AID)

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Project: **Airco - Scenario - Airside Improvements**		Sheet:	5 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
SCHEDULE D	PAVING / SIGNING & STRIPING	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Saw Cut Ex. Asphalt / Tie-In New	1	EA	$ 1,500	$ 1,500
2	5" Type SP 12.5 Structural Course (Traffic E)	24,350	TONS	$ 180	$ 4,383,000
3	12" Limerock (LBR 100)	95,719	SY	$ 40	$ 3,828,760
4	12" Compacted Subgrade (LBR-40)	95,719	SY	$ 7	$ 670,033
5	2" Type SP 12.5 Structural Course (Traffic C)	10,846	SY	$ 12	$ 130,152
6	8" Limerock (LBR 100)	10,846	SY	$ 28	$ 303,688
7	12" Compacted Subgrade (LBR-40)	10,846	SY	$ 7	$ 75,922
8	Pavement Striping - Allowance - Apron	1	LS	$ 24,025	$ 24,025
9	Pavement Striping - Allowance - Hanger Parking Lots	1	LS	$ 27,115	$ 27,115

SUBTOTAL - SCHEDULE D	$	9,444,195
15% Contingency	$	1,416,629
TOTAL - SCHEDULE D	$	10,860,825

NOTES / CLARIFICATIONS:

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Project: **Airco - Scenario - Airside Improvements**		Sheet:	6 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
SCHEDULE E	MISCELLANEOUS INFRASTRUCTURE IMPROVEMENTS	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Hanger Parking Field Lighting	1	Allowance	$25,000.00	$ 25,000
2	Apron Lighting	1	Allowance	$25,000.00	$ 25,000

SUBTOTAL - SCHEDULE E $ 50,000

15% Contingency $ 7,500

TOTAL - SCHEDULE E $ 57,500

NOTES / CLARIFICATIONS:

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Project: **Airco - Scenario - Airside Improvements**		Sheet:	7 of 7
Location:		Project No.	215615313
___ BID SCHEDULE _X__ CONSTRUCTION COST ESTIMATE		Date:	9/7/2021
SCHEDULE F	LANDSCAPING AND IRRIGATION	Estimator: ARL	Checker: LHH

Basis for Estimate:
__ Pre-design __X_ Concept ___ Schematic ___ Des. Dev. ___FINAL ____Constr. Doc.

Client: Pinellas County | Program: AIRCO Golf Course Property | Discipline: Civil

Item	Description	Quantity	Units	Unit Cost	ESTIMATED COST
1	Landscaping and Irrigation	1	LS	Allowance	$ 25,000

SUBTOTAL - SCHEDULE F $ 25,000

$

NOTES / CLARIFICATIONS:

TOTAL - SCHEDULE F $ 25,000