

BID FORM

Broker Information

Full Name: Abraham Willis Schippers

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Have you brokered a sale of a property located on an airport with a leasehold Improvement upon the parcel? Yes/No: Yes

Requested Commission

Commission Expressed as a percent of the sales price: 1.50%

Commission Expressed as flat rate amount: N/A

Acceptance of the Terms

The undersigned real estate broker hereby agrees to provide brokerage services in accordance with the terms of this Request Proposal. Such terms shall include:

1. Listing and maintaining the listing of the leasehold interest improvements on the multiple listing service (MLS).
2. Installing and maintaining advertising signage on the property for the duration of the listing.
3. Maintaining a physical office located within the Denver metro area for the duration of the listing.
4. Actively marketing the listed property in a manner equivalent to similar listings offered for the duration of the listing.
5. Provide notice to the Authority of any advertising and or marketing materials to be used in the marketing of the leasehold improvements.
6. The term of any listing agreement will be limited to a maximum of six (6) months with an option to renew at the sole discretion of the Executive Director.
7. The listing agent may not be affiliated in any manner with the prospective buyer.

Printed Name: Abraham Willis Schippers

Signature: Will Schippers Date: August 27, 2021

COMMERCIAL REAL ESTATE BROKERAGE SERVICES RFP NARRATIVE

STIJGEND REAL ESTATE, LLC
Will Schippers
August 27, 2021

I have been involved with the sale and leasing of airport leasehold improvements at Centennial Airport since 2004. Initially my involvement was as an employee seeking hangar and office space on behalf of my employer. Since that time, through Stijgend Real Estate, LLC (SRE), I have focused on airport properties and have been involved with many transactions involving land leases, sale of leasehold improvements and the leasing of leasehold improvements on Centennial Airport.

Examples of my Centennial Airport leasehold improvement sales are:

1. Willowbrook Park (WBP): Have sold nine of the fifteen hangars in WBP including 8 in a "group" sale representing six selling entities and negotiating with three buying entities (all purchased by investor entities).
2. SunBorne: Represented the seller in the sale of H-14 to Warbird Investments, an investor entity.
3. Executive Hangars No. 1: Have represented sellers/partners in the sale of three of the eight hangars and within last two weeks engaged with a partner for the sale of a fourth hangar (some purchased by users, others by investor entities).
4. KAPA Air Park (KAPA): Represented the seller of the last hangar of ten owned by the developer of KAPA (purchased by a user entity).

KAPA is immediately adjacent to Parcel 50-5; Executive Hangars No. 1 and WBP are in the proximity of Parcel 50-5.

A property such as Parcel 50-5 may sell to either a "user" purchaser or an "investor" purchaser. If a user, most likely the user who will only use a portion of the property and lease the remaining to third-party tenants, possibly described as a hybrid "user/investor" purchaser. For investor or user/investor purchasers, an agent having knowledge of the market demand and rents for leasing of Parcel 50-5 can be critical to maximizing the sale price of Parcel 50-5.

As leasing agent, experience and market knowledge will be helpful in maximizing the value of Parcel 50-5. Following are examples of my involvement in Centennial Airport leasehold improvement leases:

1. Willowbrook Park (WBP): I am the leasing agent for seven WBP hangars.
2. Cloud 7: I have acted as leasing agent for the Cloud 7 facility.
3. State of Colorado: This month I was selected by the State to act as leasing agent for aviation related property within the front-range counties.
4. Floors & Doors, LLC: I am the leasing agent for this new property completed in July 2020. I negotiated the lease for the entire hangar area and a portion of the office space to an international company, NetJets.
5. Sky Harbour: I am the leasing agent for this east coast company planning to construct a hangar campus on the south side of Centennial Airport.
6. Floors & Doors 2.0, LLC: I am the leasing agent for this entity planning to construct a hangar on the south side of Centennial Airport.

I am contacted regularly by various appraisers requesting input regarding leasehold improvement values, including lease rates and projected cash flow/net operating income for the properties. In addition to occasionally acting as a consultant to banks regarding their airport property portfolios, I have relationships with multiple banks to assist purchasers in the financing of the purchase of airport leasehold improvements.

Many times the FBO's on an airfield are helpful in referring potential purchasers to the sellers of hangars. I have regular contact with all four Centennial Airport FBOs, have negotiated transactions on behalf of some of them, and, I believe, have an excellent relationship with all of them.

The marketing effort for Parcel 50-5 will be a multifaceted approach. I suggest the following marketing efforts to accomplish the sale of Parcel 50-5:

1. Materials in e-file or printed format:
 - a. Flyer – two-sided single page: Snapshot of Parcel 50-5.
 - b. Brochure – multi-page: Detailed description of Parcel 50-5.
2. Direct emails to contacts to include flyer or brochure: Consists of users and investors.
3. CoStar/LoopNet: Listing of Parcel 50-5 on this national “MLS” service for commercial properties.
4. Hangar Network: Listing of Parcel 50-5 on this service which is dedicated to airport properties.
5. Sign on Property: Placement of a “For Sale” sign of a size and design agreed to by airport management and SRE.
6. SRE website: Place Parcel 50-5 in the “for sale” section of the professionally designed website.
7. Centennial Airport Website: Place Parcel 50-5 in the Centennial Airport website under: Pilot Services-Airport Services-Hangar Availability which will include a link to SRE website for information.

I would be happy to provide references having a presence on Centennial Airport if visiting with them would be helpful in your decision-making process,

Lastly, I believe I have an excellent working relationship with Centennial Airport management personnel as we have worked cooperatively and effectively on several approvals/consents/etc. for various leaseholds on Centennial Airport.

Thank you in advance for your consideration.