

**REPORT/ RECOMMENDATION TO THE BOARD OF COMMISSIONERS OF
ARAPAHOE COUNTY PUBLIC AIRPORT AUTHORITY AND
RECORD OF ACTION**

September 9, 2021

FROM: Luke Skaflen, Business Support Specialist – Administration

SUBJECT: Commercial Real Estate Broker Selection for Parcel 50-5

RECOMMENDATION: Motion to approve the selection of Stijgend Real Estate, LLC and authorize the Chairman and Clerk to sign the broker documents subject to final and satisfactory review by staff and counsel.

BACKGROUND: In 1981, the Authority and JBC Investment Corp signed a reversionary ground lease agreement for a term of 40 years for Parcel 50-5 on which the lessee constructed improvements. The ground lease with the current tenant, Arapahoe Airport Plaza Joint Venture #1, will expire on 1/1/2022 and the improvements built thereon will revert to the Authority.

The 50-5 parcel is comprised of 171,103 square feet; the improvements total 91,524 square feet which includes office and hangar space. There are three (3) commercial aeronautical business currently operating in the improvements.

As part of the Authority's due diligence process the improvements have been inspected, appraised, and received one estimate on the cost of repairs. The Authority has determined that it is not in the best interest of the Authority to become the landlord on this property. The Authority has chosen to let the private sector manage the hangar, repairs, and tenants.

The Authority's intention is to sell the improvements and to enter into a new long term ground lease with the new buyer.

On August 12, 2021, the Authority issued an RFP for Commercial Real Estate Broker Services and advertised in the Villager, the Douglas Co. News Press, AAAE Bid Opportunities, and on our website. There have been six (6) requests for the RFP of which five (5) bidders submitted proposals.

A selection committee was formed to review the proposals. The committee recommends the selection of Stijgend Real Estate, LLC lead by Will Schippers to represent the Authority in selling the leasehold improvements and entering into a long term ground lease with the new buyer. Mr. Schippers is a well-known agent who has represented other lease and hangar assignments.

Dates when the listing will begin, price, and other details are to be determined at this point.

Attached is a copy of the selected listing agent's proposal ("Exhibit I). The contract will be placed on the Dais on the day of the meeting.

FINANCIAL DATA: The Authority will receive the proceeds of the sale of the improvements less the broker's commission and other closing costs.

REVIEW BY Gwen Balk, Mike Fronapfel, Robert Olislagers, & Lorie Hinton.
OTHERS:
PRESENTERS: Luke Skaflen

Action of the Board of Commissioners

	1 st	2 nd	YES	NO	ABSTAIN
Bagnato	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Baker	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Doubek	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Holen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sharpe	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Preliminary Web Documents