



**Empire State
Development**



**Department of
Transportation**

Republic Airport Development Sites

East Farmingdale, NY



March 2, 2017

Outline

- Background
- RFP Process Overview
- Proposal
- Environmental Review
- Questions

Background

- Republic Airport is an economic engine for Long Island and New York State
 - Highest economic impact of any general aviation airport in New York State
 - \$147 Million in direct expenditures from on-airport businesses and visitor spending
 - Over 1,384 direct and indirect jobs created at Republic
- 50+ acres of underutilized property at the airport and an operating deficit of ~\$250,000
- ESD was asked by DOT to assist them in leveraging this strategic asset to create jobs and increase economic activity
- To do this, ESD enlisted the help of Newmark Grubb Knight Frank to provide market insight and held several meetings to understand at a high level both local concerns and concerns from the private sector
- After months of due diligence, ESD made the recommendation to DOT that the State conduct a Request for Proposals specific to the development of the five parcels

Background – Public Meetings

April 20, 2015

Michael Deluise, President of the Melville Chamber of Commerce

Ted Macaluso, Exec. Director of the Melville Chamber of Commerce

Brian Yudewitz, Vice President of the Huntington Greater Chamber of Commerce

Debbie Giamie, President of the Bagatelle Civic Association

Keith Archer, Bagatelle Civic Association

Hellen Norjen, Woodland Civic Association

Steve Schnittman, President of the House Beautiful Civic Association

Sheila Saks, Past President of the House Beautiful Civic Association

Tina Diamond, Concerned Citizens Association of Farmingdale

Alissa Taff, President of the Sweet Hollow Civic Association

Carol Meschkow, President of the Concerned Citizens of Plainview-Old Bethpage

April 30, 2015

The meeting was attended by more than 200 people including local officials, 11 civic associations, school board members, Chambers of Commerce, Housing Associations and residents

May 19, 2015

Steve Bellone, Suffolk County Executive

Frank Petrone, Town of Huntington Supervisor

Richard Schaffer, Town of Babylon Supervisor

Kevin Law, President and CEO, Long Island Association

Joanne Minieri, Suffolk County

Tracey Edwards, Huntington

September 16, 2015

Long Island Association meeting that was well attended by more than 30 civic and business leaders



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Background – Prior Press on Republic Airport



Business
State increases Republic Airport area real estate, business development efforts
Updated September 21, 2015 7:57 PM
By CANDICE RUUD candice.ruud@newsday.com

Business
Andrew Cuomo tells Long Island Association he'll push LIRR third track, LI Sound tunnel
Updated January 5, 2016 10:32 AM
By James T. Madore james.madore@newsday.com

Transportation LONG ISLAND
Republic Airport's new manager takes reins, awaits lease
Updated April 14, 2016 7:27 PM
By Candice Ruud candice.ruud@newsday.com

Business
State seeking Republic Airport land development bids
Updated February 11, 2016 6:32 PM
By Candice Ruud candice.ruud@newsday.com

Editorial OPINION
Republic Airport can be an economic engine for Long Island
Updated February 15, 2016 5:38 PM
By The Editorial Board



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RFP Process Overview

- RFP issued on February 9, 2016 by ESD on behalf of NYSDOT
- RFP solicited proposals for the leasing of up to five development sites at Republic Airport
- Respondents could submit proposals for one, any combination or all five parcels; each parcel was evaluated independently
- RFP stated a preference of aviation or aviation related uses, but allowed respondents to propose for non-aviation uses, subject to FAA approval
- Residential uses were not allowed in the RFP
- RFP allowed for leases of up to 49 years
- Responses were due on April 15, 2016

Objectives of RFP

- Enhance Republic Airport as an economic engine for Long Island
- Maximize value to DOT through monthly lease payments
- Provide a source of quality jobs for area and New York State residents
- Maximize incorporation of green building and sustainable design practices
- Feature meaningful participation of Minority-Owned Business Enterprises (“MBE”), Women Owned Business Enterprises (“WBE”) and Service-Disabled Veteran-Owned-Businesses (“SDVOB”)

Map of the Development Sites in RFP



RFP Evaluation Criteria

| Criteria | Weight |
|---------------------------|--------|
| Financial Offer | 30% |
| Development Concept | 25% |
| Respondent Qualifications | 20% |
| Schedule and Timing | 10% |
| Employment Impact | 5% |
| Economic Impact | 5% |
| Diversity Practices | 5% |

Evaluation and Approval Process

- A selection committee was formed to evaluate the proposals
- Process included interviews and Q&A with each respondent
- Upon review and scoring of the proposals, ESD and DOT had conversations with the top-scoring respondent for each parcel on key business terms
- Once the parties were in agreement on key business terms, a term sheet and form of lease was issued by DOT to be agreed to by both parties
- Next, public review and approvals process commences
- Respondent's plans for construction must still adhere to State (DOT, DEC, DHSES) and federal (FAA) requirements

Benefits of Parcel Development to the Region

- Generates approximately \$1 million per year; eliminating the annual Airport operating deficit and allowing the airport to reinvest in Long Island's Future
- Creates approximately 73 direct aviation-related and 226 construction jobs
- Invests up to \$35 million into the airport for construction of new facilities
- Retains the existing airport footprint and business aviation/general aviation services – improvements will not support scheduled commercial air service

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