

**Request for Qualifications
Alabama State Port Authority
Port of Mobile – Logistics Park Value Add Development (VAD)**

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1.0 INTRODUCTION

The Alabama State Port Authority (the “Port”) intends to solicit qualifications for a master lease agreement (the “Lease Agreement”) relating to the financing, design, construction, operation of logistics and distribution-related facilities on two parcels of land owned by the Port and directly adjacent to its Intermodal Container Transfer Facility (ICTF) for the benefit of the Port. The two parcels comprise up to 124 acres (the “Property”) and are shown on the map depicted in Section 3.2. It is anticipated the proposed Lease Agreement would commence on or about May 1, 2022. The Property is being offered on an “as-is”, “where-is”, “with all faults” basis.

The objective of the Port is to enter into an agreement with a qualified party or consortium of parties who will finance, develop and operate (or cause to be operated) the Property in order to significantly support and enhance maritime and supply chain activity at the Port. This would include cargo/marine terminal throughput, intermodal rail, trade and logistics businesses, and ancillary maritime support facilities in a manner compatible with the Port’s maritime business goals. Development of the Property would require adherence to Permitted Uses consistent with the Port’s stated objective. In connection with the development of the Property, the Lessee would be responsible for all costs and obligations related to any and all development activities, permitting requirements, infrastructure improvements, site development, environmental compliance and certain remediation activities, and analyzing and securing all regulatory and environmental approvals.

This Request for Qualifications (“RFQ”) process involves consideration of entering into a long-term Lease Agreement with the Port for the Property with a minimum lease term of 30 years or longer as mutually agreed with the Port, with the goal of best enabling the Port to achieve the following objectives:

- i) Maximize the value of rent payments over the term of the Lease Agreement by including both fixed and variable rent components so both the Lessee and Port have a stake in and would benefit from the success of the operations. and that would be payable to the Port over the life of the Lease Agreement.
- ii) Lease the Property to a Lessee with extensive operating experience, a long-term business plan that enhances maritime activity at the Port and supports facilities that promote marine terminal throughput, including intermodal rail terminal expansion and trade and logistics business facilities.
- iii) Maximize the direct and indirect economic benefit from operations at the Port to the surrounding local community and the region by generating and supporting community benefits (including, but not limited to, creating sustainable job

opportunities and job training opportunities) for the State of Alabama (“State”) the City of Mobile (“City”) and its surrounding local communities.

- iv) Lease the Property to Lessee on an “as-is”, “where-is”, “with all faults” basis pursuant to a Lease Agreement under which Lessee would provide for the overall financing, design, development, operation and maintenance of the Property in a manner that supports and enhances maritime activity at the Port. It is anticipated up to 124 acres will be available, and that development would be phased.

2.0 OVERVIEW OF RFQ PROCESS

This RFQ provides an opportunity for prospective Proposers (defined below) to formally express their interest in bidding on and entering into a Lease Agreement for the Property. Section 3 and Section 4 of this RFQ provide certain introductory information about the Port and a further description of the Property. Section 5 highlights certain matters that benefit an investment in the Property, and Section 6 outlines the RFQ submission requirements, procedures, and evaluation criteria.

For the purposes of this RFQ, “Proposer” or “Team” means an individual business entity, or a consortium of individuals and business entities interested in bidding on and entering into a Lease Agreement for the Property. Proposers and their representatives will have the opportunity to attend site tours of the Property on mutually agreed upon dates.

Based on the responses to this RFQ, and on the evaluation criteria set forth in Section 6, the Port will determine the most qualified Proposer (in such capacity, the “Winning Proposer”) and enter into an Exclusive Right to Negotiate Agreement (“ENA”) with such party for a term of three (3) months to exclusively negotiate for the purpose of agreeing on terms and conditions for a Lease Agreement with such Winning Proposer (in such capacity, the “Lessee”).

2.1 Timetable

- 11/12/2021 - Issuance of Request for Qualifications (RFQ)
- 12/17/2021 - Deadline for questions
- 12/20/2021 - Questions answered and posted to ASPA website
- 01/14/2022 - Receipt of RFQ proposals
- 1/28/2022 - Issuance of notice of intent to enter into Exclusive Negotiating Agreement

2.2 Submittals and Submittal Deadline

Requirements of the Submission Response are as follows:

- Proposals shall be submitted in a sealed envelope that is plainly marked “ASPA Logistics Park / VAD Development; RFQ #ASPA-CD-2021-01” and bear the proposers name and address.
- Proposals shall be delivered to Port’s Commercial Development Division no later than 4:00 P.M., Friday, January 14, 2022. Late submissions will not be evaluated and will be considered “non-responsive”.

2.3 Overview of the Exclusive Negotiation Agreement and Process

The Port expects to name the Winning Proposer and execute an ENA in a form acceptable to the Port not later than the beginning of February 2022. There will be a three (3) month exclusive negotiating period (the “ENA Period”) following the execution of the ENA. During the ENA Period, the Winning Proposer will have the opportunity to conduct due diligence and receive additional information concerning the Property through a process that will include:

- (i) review of all the Port’s available applicable key documents concerning the Property;
- (ii) site tours and additional inspections of the Property upon Winning Proposer’s request and approval by the Port; and
- (iii) negotiate and agree on eventual terms and conditions.

The Port reserves the right to modify or terminate this process at any stage if the Board determines such action to be in the Port’s best interest. The receipt of proposals or other documents at any stage of the process will in no way obligate the Port to enter any contract of any kind with any party.

3.0 PROJECT DESCRIPTION

The objective of the Port is the development of an on-dock logistics park in Mobile that will complement the existing container terminal and intermodal facility and maximize throughput

using state-of-the-art practices. It is intended that the logistics park will handle international traffic for multiple cargos. The new logistics park will be financially self-sustaining from an operational standpoint, and provide a positive return to the Port, generate employment in the surrounding region, and improve the competitive position of the Port.

3.1 Port Overview & Container Terminal Background

The Alabama State Port Authority owns and operates the State of Alabama's deep-water port facilities at the Port of Mobile, currently the 11th largest U.S. Seaport by total trade and generating \$25.4 Billion in economic value statewide. The Port Authority's container, general cargo and bulk facilities have immediate access to two interstate systems, five Class 1 railroads, nearly 15,000 miles of inland waterways and air cargo connections.

The Port developed a master plan in 2001 for the Choctaw Point Terminal Complex that would combine a marine container terminal with a container handling intermodal yard and an adjacent logistics park capable of being serviced by five Class I, national railroads. This integrated development is envisioned to effectively and efficiently handle containerized cargo and offer the complementary ability of providing a cost competitive intermodal service to the Southeast and Midwest regions of the United States. The purpose of this Request for Qualification (RFQ) is to advise industrial developers, operators, or a combination of qualified entities that the Port is seeking private sector participation in the development of its logistics park.

The container terminal, operated by APM Terminals, began operations at the Port of Mobile in October 2008 and provides shippers access to global markets covering various trade routes to and from the Port of Mobile. The terminal features a 45-foot channel (soon to be 50-foot in 2025) and 2,400 feet of deep-water berth positioned on 135 acres. The terminal has room for further expansion to the north with an additional 32 acres of available port-owned property which would bring the full build out of the facility to 167 acres. The terminal has a current annual throughput capacity of 650,000 TEUs, with aspirations to process 1.5M TEUs at full build-out. Since opening in 2008, the APMT-operated container terminal has added 6 weekly liner services and facilitates efficient gate and yard operations with eight gates in and six gates out of the complex. In 2020, the terminal handled 423k TEUs and is on pace to move 500k TEUs in 2021. The container terminal has averaged 14% y.o.y. growth since its opening.

There is an intermodal container transfer facility (ICTF) directly adjacent to the container terminal. This facility is also operated by APMT under a long-term ground lease. The facility is currently served by the Canadian National Railway with daily intermodal service to markets in Memphis, Chicago and Detroit. The ICTF is open to all the Class I railroads with service into the port. The port's short line railroad, Terminal Railway (TASD) handles all switching into and out of the intermodal container transfer facility.

3.2 Map



Please note in map above the area highlighted in green is a part of the VAD North property

The Port is pursuing funding for a proposed Inter-Terminal Connector bridge that will allow cargoes to move securely among the container terminal, ICTF, and Logistics Park using low emission electric vehicles. This will significantly reduce the drayage miles travelled on public streets by predominantly diesel-powered trucks, as well as providing a longer-term opportunity for immediate and direct transfer of a container from an ocean vessel to a specific location on a specific train within the ICTF or to a specific warehouse within the Logistics Park. All of these moves will occur within a secure envelope and, when economically and operationally feasible, using electric vehicles.

3.3 Description of other facilities

The Alabama State Port Authority offers 31 general cargo berths, with approximately 2.4M square feet of open yards adjacent to piers and railroad tracks, and more than 2.6M square feet

are under roof. The general cargo facilities also feature heavy-lift terminals, along with a heavy-lift crane capable of lifting 400 tons from ship to barge, rail, or specialized carrier.

The McDuffie Coal Terminal is the most versatile facility in the nation, with import/export handling capability to ship, barge and rail transportation. The Port Authority is launching a multiphase, \$45M capacity enhancement and efficiency program to support growing export demand and to provide operational improvements.

The automated Pinto Island Steel Terminal is equipped with three post-Panamax gantry cranes, which are the first in North America to use magnetic technology in a ship-to-shore steel slab cargo handling operation. The facility has a 5M ton annual throughput capacity, 45ft draft, a 1,050 foot-long ship berth, an automated barge handling system and a slab storage yard.

AutoMOBILE International is a new state of the art vehicle processing center and RO/RO facility with a throughput capacity exceeding 150,000 vehicles per year. This newly opened terminal offers unsurpassed maritime and railroad connectivity in addition to competitive and customizable value-added vehicle processing services.

Just outside the gates of the container terminal is the newly opened MTC Logistics cold storage facility. This \$65M private investment adds 300k sq ft and 40,000 pallet positions of cold storage warehousing to the Port of Mobile and facilitates the movement of both import and export refrigerated cargos.

3.4 Railroad Access and Capabilities

There are five Class I railroads servicing the Port today. They are the CSX, Norfolk Southern, Canadian National, BNSF and KCS. The Port handles approximately 165,000 railcars per annum through its general cargo facilities and inter-line switching services. The Port also owns and operates its own short-line railroad called the Terminal Railway (TASD). The intermodal container transfer facility (ICTF) is operated by APMT and offers daily service via the Canadian National Railroad.

4.0 THE PROPERTY

The Property is comprised of up to approximately 124 acres and is denoted on the map in Section 3.2 above. There are two distinct parcels – the Value Add Development (“VAD”) parcel north (VAD 3) and the VAD parcel south (VAD 4). The VAD North parcel is bounded by Baker Street and I-10 to the northwest, Yeend Street to the northeast and is contiguous to the ICTF to the south and southwest. This area consists of approximately 105 acres and is partially cleared.

The South area is bound by Broad Street to the northwest, the Brookley Downtown Airport to the south and is adjacent to the western limits of the ICTF. This area consists of approximately 19 acres and has direct access to Broad Street.

Copies of Property documents (including title, conveyance, and easement documents) will be available.

4.1 Environmental

The development of distribution centers and warehousing adjacent to port, airport, and multimodal rail facilities has proven to be a winning formula for regional economic development, and the Port incorporated this strategy into its long-term planning beginning in the 1990's and formalized with its 2002-2004 Strategic Plan. The Logistics Park consists of two sites, one south and one north of the existing rail ICTF. While the Logistics Park currently hosts some limited commercial uses, significant site, civil, and utility improvements are necessary to meet the long term goal of an integrated, intermodal seaport/airport/rail terminal network that efficiently and safely moves the full span of domestic and international cargoes.

4.1.1 VAD South (also referred to as "VAD 4")

(Refer to area labeled "A" on the map provided in Appendix 1)

Prior to residential development sometime between 1938 and 1950, the subject property appeared to have been primarily vacant land with a few residential structures along Broad Street. A residential neighborhood appears to have been developed prior to 1950, which was mostly razed sometime between 1974 and 1985. The Ram Tool & Supply Company building first appears in an aerial photograph dated 1974 and remained until approximately 2017. No structures remain at the site.

A Phase 1 Environmental Site Assessment (ESA) for this site was prepared in June 2020. The Phase 1 ESA found no evidence of recognized environmental conditions in connection with the subject property or adjacent properties. Additionally, the property was accepted by ADEM to participate in the Voluntary Cleanup Program should any further investigation be needed.

4.1.2 VAD North (also referred to as "VAD 3") – West Portion (includes B1)

(Refer to area labeled "B" on the map provided in Appendix 1.)

The subject property is currently vacant and mostly level, with a grid of trails throughout. These trails are remnants of several neighborhood roadways which have gated access from Baker Street. There are no structures on the subject property, although a small section of concrete slab is still present in the southern portion.

The site includes several small areas that appear to be associated with the unauthorized dumping of materials from trespassers. Each of these areas was investigated, cleaned up, and received a letter of No Further Action (NFA) by the Alabama Department of Environmental Management (ADEM) in February 2003. The areas are identified as two

closed Solid Waste Management Units (SWMUs): SWMU-9 and SWMU-10; and four closed Areas of Concern (AOC): AOC-2 through AOC-5.

A Phase 1 ESA for this site was prepared in May 2020. The Phase 1 ESA found no evidence of recognized environmental conditions in connection with the subject property or adjacent properties. Additionally, the property was accepted by ADEM to participate in the Voluntary Cleanup Program should any further investigation be needed.

4.1.3 Fort Albert Sidney Johnston, 1MB369

(Refer to area labeled “B1” on the map provided in Appendix 1.)

The Alabama Historical Commission and United States Army Corps of Engineers (USACE) have determined that archeological site 1MB369, a Confederate Civil War fortification, is eligible for the National Register of Historic Places under both criteria C and D and should be avoided by project activities until Phase III data recovery excavation has been completed.

The Port submitted Phase III Data Recovery Investigation Management Summary to USACE on June 15, 2021. USACE requested additional investigation in a letter to the Port on August 16, 2021. Additional Archeological Phase III Data Recovery Investigation is planned for FY2022.

4.1.4 Armstrong Facility

(Refer to area labeled “C” on the map provided in Appendix 1.)

Parcel C is a 63-acre site initially developed in the early 1950s by National Gypsum, which reportedly operated as an asphalt roofing, mineral wool products and ceiling tile manufacturing facility. Initially in the 1950s, National Gypsum manufactured asphalt roofing products, an operation that was discontinued in the 1960s when National Gypsum began mineral wool product manufacturing, which continued until 1984. In addition, National Gypsum manufactured wood fiber-based ceiling tiles. The operation included a lagoon/aeration basin constructed for the collection of sludge generated from the manufacture of wood fiber ceiling tile. The former lagoon located east of National Avenue was capped in 1980. A closure report from 2013 is available on ADEM’s electronic filing system which indicates the ADEM required No Further Action (NFA) associated with the lagoon. In 1984, Armstrong World Industries LLC (Armstrong) acquired the Site and reconfigured the wood fiber manufacturing line to the ceiling tile manufacturing operations. In early 2000, Alabama Power Company acquired 2.87 acres of land from Armstrong, including the former chip yard and the fill/marsh area east of

the manufacturing building, which resulted in the site's present configuration. The site has been inactive since 2009.

ADEM designated Parcel C as an Area of Concern in a RCRA Facility Assessment in 2019. The Port performed a soil and groundwater investigation, and results are presented in the 2021 Environmental Site Assessment. Constituents of potential concern are volatile organic compounds (VOCs), semi-volatile organic compounds (SVOCs), and metals. ADEM has requested additional investigation including delineation of surface and subsurface soil to unrestricted use. The Port plans to continue a Phase II Investigation in FY2022.

4.1.5 SWMU 11

(Refer to area labeled "D" on the map provided in Appendix 1.)

ADEM identified Parcel D as SWMU-11 during a RCRA Facility Assessment in 2002 due to the discovery of abandoned drums. Soil and groundwater investigation were completed, and two soil removal events followed. A RCRA Facility Investigation and Risk Assessment for SWMU 11 was submitted to ADEM in 2018 and numerous revisions have since been submitted at ADEM's request.

In the most recent correspondence, ADEM requested the following from Port:

- Evidence that non-detect groundwater constituents with Method Detection Limits above EPA Risk Screening Levels or Maximum Concentration Levels are not present at site.
- Delineation of surface and subsurface soil to unrestricted use.
- Notification to EPA of a proposed cleanup for PCBs exceeding 1 ppm.

The Port plans soil removal in FY2022 to address PCB concerns.

ADEM provided the following comments in a letter to the Port on 7/15/2021:

- ADEM requests evidence that non-detect groundwater constituents with Method Detection Limits above EPA Risk Screening Levels or Maximum Concentration Levels are not present at site.
- ADEM requests that the Port delineate surface and subsurface soil to unrestricted use.

- ADEM states that the Port must inform EPA of a proposed cleanup for PCBs exceeding 1 ppm.

4.2 Utilities

Alabama Power Company will be pleased to provide electric service to the 124-acre development located near APM container terminal and the intermodal container transfer facility. Overhead or underground distribution service is available. There are also transmission facilities available in the area. There may be an aid-to-construction cost associated with providing service depending on the service requested. Providing service to this project is contingent upon Alabama Power Company obtaining site and load plans and the necessary rights-of-way for their facilities within the project.

Mobile Area Water & Sewer Service (MAWSS) has water and sewer service available to serve the proposed area of development. MAWSS surrounds the identified sites on the west, north and east sides with multiple large water and sewer lines available to service the needs of development.

Spire Inc., providing natural gas, has multiple lines adjacent to this property. Currently, they have a 20" high pressure main and a 10" medium pressure main. They would need to evaluate each project to determine system hydraulics but are currently able to handle both capacity and pressure to the property.

5.0 INVESTMENT HIGHLIGHTS

The Port believes there is significant value in a long-term ground lease of the Property and has engaged in this solicitation as a means of realizing the highest and best value for the Property. What follows is an abbreviated list of considerations the Port believes underpin the value in the Property.

- **Efficient and Growing Gateway.** The Port is one of the fastest growing container ports in North America, with current y.o.y. growth at 27%. Between 2015 and 2020, the Port of Mobile's percentage growth of throughput – at 86% - was the highest percent growth of all seventeen container ports in the United States during the same time period.
- **Unique Property.** The Property is located within the seaport area in close proximity to its marine container terminal and adjacent to its intermodal container rail terminal. The size, location, and configuration of the Property is unique and provides an exceptional opportunity to coordinate and potentially interconnect with the marine container terminal and intermodal rail facility to maximize cargo throughput and interior point intermodal cargo. Additionally, the Property represents the last significant industrial expansion site within such close proximity to the Port. The Port has applied for a grant

that would enable direct movement of cargo between the northern parcel and the container terminal – ie, an “on-dock” facility – by constructing terminal connector bridge.

- **Limited Availability of Large Land Acreage** within Port of Mobile. The Property presents a unique opportunity to operate, maintain and potentially develop one of the last remaining large acreage tracts of industrial/transportation-related property within the Port of Mobile complex.
- **Phased Development.** With mutual agreement with the Port, the Lessee may develop up to 124 acres in a phased manner in accordance with applicable laws and terms and conditions set forth in the Lease Agreement.
- **Deep Water Access.** The United States Army Corps of Engineers and the Port’s joint ongoing deepening project of the federal navigation channel and turning basin to -50’ Mean Low Water allows post-panamax vessels to call the Port. This \$366M project is fully funded and expected to complete construction in early 2025.
- **Excellent Transportation Connectivity.** The Property has easy access to interstate connections for truck transport, including close proximity to I-10 (East – West) and I-65 (North – South). The Property is also adjacent to the ICTF (intermodal rail facility) and is located 2.5 miles from the Brookley Aeroplex.
- **Growth in the Gulf.** The Port of Mobile is uniquely positioned amongst Gulf Ports with easy and efficient access to intermodal rail, minimal pilot time from the Gulf of Mexico to container terminal berths for vessels, and a fully funded harbor modernization project underway so the Port can handle the largest containerships.

6.0 RFQ SUBMISSION REQUIREMENTS AND PROCEDURES

It is anticipated that the Port will evaluate the information and qualifications in the RFQ submittals and select a private sector partner(s) with whom to enter into an Exclusive Negotiating Agreement.

The Alabama State Port Authority is a public state agency subject to open records inspections, however, Alabama statute allows the Port the legal authority to protect from disclosure commercially sensitive information. Should we receive a request for information regarding these submissions, the Port will notify the proposer in writing and endeavor to redact the proposer’s commercially sensitive information. We endeavor to protect these submittals from unfair competition.

One (1) original and five (5) copies of responses should be delivered in writing in a sealed envelope clearly marked “Alabama State Port Authority – Logistics Park Proposal” by 4:00 PM CST, January 14, 2022. The response should be addressed to Ms. Beth Branch, Chief Commercial Officer, Alabama State Port Authority, 250 N. Water Street, Mobile, Alabama 36602. Responses will not be accepted by oral communications, telephone, email or facsimile transmission.

It is solely the responsibility of the proposer to ensure that the proposer’s submittal is delivered to the Port Authority on or before the stated time and date. The leasing and development of this facility, and all terms and conditions thereof, will be subject to the RFQ process, which will include negotiation with the Port staff, and the final approval of the Board of Directors of the Alabama State Port Authority.

6.1 Questions regarding this RFQ

Questions regarding this RFQ should be directed in writing to the Alabama State Port Authority and received no later than 4PM CST, December 17, 2021.

6.2 Submittal Requirements and Evaluation Criteria

Qualifications submitted in response to this RFQ will be evaluated by the Port to determine which respondents are most qualified to finance, develop and operate (or cause to be operated) the Logistics Park. The evaluation criteria used to develop this short list will include the following:

- A demonstrated track record of successful warehousing / cross-dock development and strong knowledge of both the international and domestic shipping markets. (25%)
- Ability to participate in the funding of the logistics park development. (25%)
- Ability to embrace a financing plan predicated on self-sustainability. (10%)
- Proven experience in the incorporation of good environmental practices. (10%)
- Proven track record of local hiring that supports the community in facility operations. (10%)
- A project approach that demonstrates an understanding of the objectives of the Port. (10%)
- Clarity and completeness of RFQ response. (10%)

A submittal must include, at minimum, the following:

1. **Cover Letter**

Each submittal must be accompanied by a cover letter that identifies the following information concerning the Proposer: the name, title, business address, email address, and

telephone numbers of the person(s) authorized to represent the Proposer in connection with the submittal and to be contacted for any clarifications throughout the evaluation and selection process; all Team members; and the key terms of the Proposer's proposal (including a summary of the Proposer's long-term business plan for development of the Property).

2. Proposer and Team Member Information

- a) Provide a description of the Proposer, which outlines their market knowledge, including a description of all Team members and the anticipated legal relationship among the Team members. Briefly outline the roles of each Team member, identify any Team member that is locally based and describe how the assembled Team encourages and supports local equity participation. At a minimum, each Proposer must identify all equity participants of its Team, the percentage equity owned by such Team member, the Team's existing relationship with the Port, if any, and the Team members that will have primary responsibility relating to the operation and maintenance, and long-term design, construction, and finance of the facility. The Proposer shall also provide copies of any partnership or other joint venture agreement regarding the Property.
- b) Identify the individuals or companies who hold a major or controlling interest in the Proposer and each Team member.
- c) Identify the companies and individuals who are expected to act as legal, financial, or other advisors for the Proposer.
- d) Provide a list of Proposer and Team member references, which may not include other Team members. These references should be able to describe the relevant qualifications and capabilities of Team members looking to take a leading role in the operation, maintenance, financing, and development of the Property.

3. Operation of Facilities and Long-Term Business Plan

- a) Describe development vision for the Property, including timelines and anticipated prospective business and customer base, as well as Proposer's business goals and objectives (for example, increasing profits, global positioning, regional market dominance) and plans to secure financing related thereto. Explain how Proposer's port or supply chain experience will help support these goals and objectives.

- b) Describe how Proposer will generate local community benefits (including, but not limited to, creating sustainable job opportunities and job training opportunities for residents of the State, City and surrounding communities).
- c) Describe how the development vision will support and enhance maritime activity at the Port including intermodal rail, marine terminal throughput, trade and logistics businesses, ancillary maritime support facilities and any other similar experience.

4. **Technical Capability**

- a) Proposers must provide evidence demonstrating their ability to operate (or cause to be operated) and maintain the Property. Specifically, each Proposer must describe its and its key Team members' capabilities and experience with and/or knowledge of:
 - The design, construction, financing, operation and maintenance of similar-type logistics and distribution facilities.
 - Planning, design and construction of capital improvements, including major industrial infrastructure development projects. Provide a list of comparable projects (particularly in the marine, rail, and/or surface transportation sector) in which the Proposer and each Team member have participated (limited to the last 10 years). Proposers should specify how these comparable projects relate to the development of the Property;
 - Track record of successfully completing public/private development(s); and
 - Transportation & supply chain logistics.
- b) Proposers must demonstrate their commitment to achieving the highest standards of customer service and satisfaction. Specifically, Proposers must highlight their and their Team members' experience and qualifications in the following areas:
 - Conducting the necessary marketing to attract and maintain customers and tenants.
 - Managing labor relations to achieve optimal operations while balancing stakeholder interests; and
 - Achieving community benefits in the areas of business and workforce development, environmental justice, and community and stakeholder involvement.

5. **Financial Capability**

- a) Each Proposer must completely explain key terms of its proposal and a summary of the Proposer's long-term business plan for development of the Property.

- b) To demonstrate sufficient financial capacity, Proposers and their Team members must provide copies of audited financial statements for the past two years, together with any other relevant financial information. Proposers and their Team members should also provide enough financial information to demonstrate that they have the financial resources and credit quality to successfully develop, manage, operate (or cause to be operated), and maintain property of this nature and scope. Such financial statements and/or other financial information should be attached as an appendix to the RFQ submission.



LEGEND

A: VAD4
Parcel accepted to participate in the Voluntary Cleanup Program and Phase I ESA found no evidence of recognized environmental conditions.

B: VAD3 West
Parcel accepted to participate in the Voluntary Cleanup Program and Phase I ESA found no evidence of recognized environmental conditions.

B1: Fort Albert Sidney Johnston
Archaeological Phase III Data Recovery Investigation planned for FY2022

C: Armstrong Facility
ADEM defined parcel as Area of Concern. ASPA plans to continue Phase II Investigation in FY2022.

D: SWMU 11
ASPA plans soil removal in FY2022.

Garrows Bend Channel



| | | | | | | |
|--|--|--------------------------------------|---|--|--|---------------------|
| Wood Environment & Infrastructure Solutions, Inc. 169 Doughtin Street, Suite 320 Mobile, Alabama 36602 PROJECT: Voluntary Cleanup Program Application | CLIENT: ALABAMA STATE PORT AUTHORITY TITLE: SITE LOCATION MAP | DWN BY: SH CHK'D BY: TS DATUM: | DATE: 08-28-2018 PRJ. NO.: 6376151012 FIGURE NO.: 3 | LEGEND: SITE BOUNDARY FENCE DRAINAGE STRUCTURE | GAS LINE SAN SEWER CURB TREE LINE | ELECTRICAL TANKS |
| | | | | | | |
| | | | | | | |



Legend

S. Broad St. Contiguous Properties



528 MINERAL TRACE
HOOVER, AL 35244
(205) 985-4874

TITLE:

Parcel Map

South Broad Street
Alabama State Docks
Mobile, Alabama

SCALE:


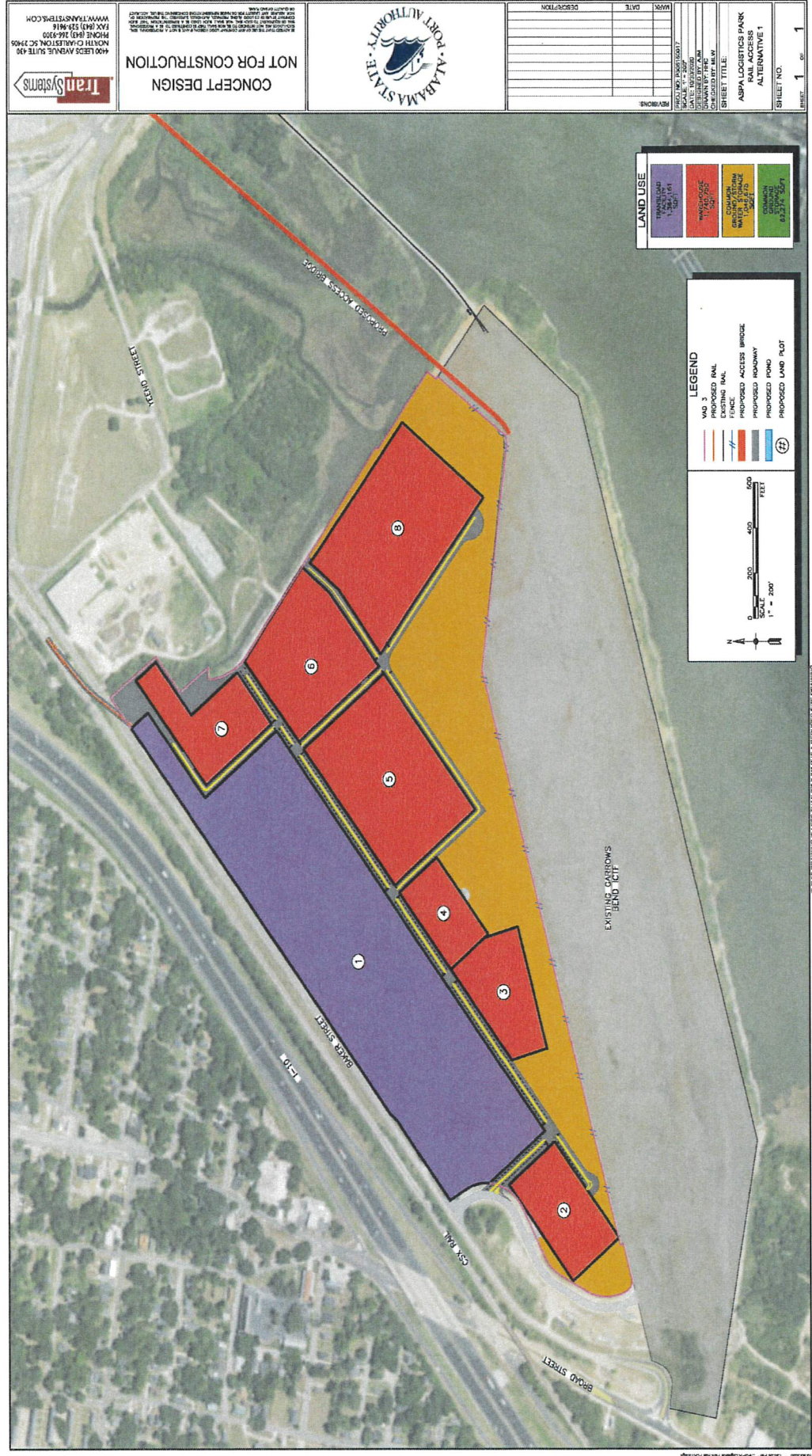
0 255 510

1 inch = 500 feet

FIGURE NO.
2

PROJECT NO.
19-011201P.01

DRAWN BY
JB

DATE DRAWN
12-26-2019



[illegible]

[illegible]