



REQUEST FOR PROPOSAL

March 8, 2023

The Alabama State Port Authority (the "Authority") is requesting proposals from banks or other financial institutions for a loan. The proceeds will be used to finance the purchase of up to three stacker reclaimers, and a barge unloader at the Authority's McDuffie Island Coal Terminal, as well as other infrastructure that improve efficiencies across the Authority's operations.

Background on the Alabama State Port Authority ("ASPA")

The Authority owns and operates facilities at the Port of Mobile as well as several inland docks located at various locations in the State of Alabama. Additional information on the Authority can be found in the most recent financial annual report, which is available in electronic form on the Port of Mobile website [Financials - Port of Mobile \(alports.com\)](http://alports.com). Information about the Authority's outstanding debt may also be found in the Authority's financial statements. The Authority's current credit ratings are A- (stable) by S&P and BBB+ (stable) by Fitch. ASPA has statutory authority to issue revenue bonds secured by ASPA revenues as well as certain tax revenues.

ASPA encourages DBE, minority-owned, and Alabama-based business participants and/or participation. Joint proposals are allowed.

Assumptions:

- Size of Loan: Up to \$100,000,000, in five approximately equal tranches.
- Tax status: Tax exempt, subject to AMT and non-bank qualified.
- Maturity: 10/1/2038, however the Authority will consider shorter maturities.
- Closing Date: 6/1/2023
- Interest Rate: Fixed Rate. Interest Rate fixed when proposal submitted.
- Amortization: Level Debt Service. Amortization payment on 10/1 of each year beginning 10/1/2023.
- Callable: Beginning 10/1/2030. Loan must be callable at par any time after 10/1/2033.
- Interest Calculation Basis: Actual/Actual



- Principal and Interest payments: First business day of each month, beginning 10/1/2023.
- Security: Pledge of Docks Facilities Revenues, on a parity with other ASPA senior lien debt.
- Structure: The loan must be structured so that it conforms with the Authority's 2006 Bond Order, available in electronic form from Linda Paaymans, linda.paaymans@ALPorts.com.
- Documentation: Loan will be documented as five separate bonds issued pursuant to the 2006 Bond Order, a supplemental bond order and other documentation associated with the Authority's senior lien debt. There will not be a preliminary official statement, official statement, or feasibility study. It is anticipated that the loan provider will hold the loan to maturity or call date.

Information Requested - Please answer the following questions. The Authority will evaluate the answers to these questions. Each question has a value of 0 to 75 points and the sum of points totals 100. Proposals will be ranked based on their answers to these questions. Please limit your proposal to 10 pages or less not including exhibits, if any.

1. General Information. State the name of your firm, address, telephone and fax numbers, and e-mail addresses of personnel from your firm who would be available to ASPA. Please include MSRB and SEC identification numbers. (0 points, but up to 3 points deducted for missing or incomplete information).
2. References. Please provide at least three references that the Authority may contact. (5 points)
3. Personnel experience. Provide a description of the background and experience of personnel available to the Authority. (10 points)
4. ASPA serves customers that own and operate metallurgical coal mines primarily in Alabama. Demand for metallurgical coal remains strong around the world, especially the demand for the high-grade Alabama coals. ASPA is focused on the metallurgical coal business, where approximately 45% of its revenues are derived. Please describe experience working with financing facilities where volatile commodities such as coal constitute the greater part of revenues. (10 points)



5. Proposed interest rate, fees, and timetable. Provide a detailed statement of the interest rate and all fees associated with your proposed transaction and a suggested timetable. The financing must close by June 1, 2023. (75 points)

Submission Instructions

Each proposer must submit six (6) copies of its proposal to the Authority by Wednesday April 5, 2023, by 5:00 CDT to the address listed below. Proposals received by the Authority after such time will not be accepted. Proposals may be sent electronically IF they contain a letter of transmittal signed by an authorized official of the submitting firm to the following e-mail address, with the subject "PROPOSAL FOR THE ALABAMA STATE PORT AUTHORITY – 2023 LOAN": linda.paaymans@ALPorts.com. Firms sending an electronic proposal must also send five hard copies of the proposal to the following address:

For USPS:
Alabama State Port Authority
P.O. Box 1588
Mobile, Alabama 36633

For hand delivery:
Alabama State Port Authority
International Trade Center
250 North Water Street
Mobile, Alabama 36602

Attention: Ms. Linda K. Paaymans, Chief Financial Officer
Phone: 251-441-7036

The envelope containing the proposals should be clearly marked in the lower left corner. "PROPOSAL FOR THE ALABAMA STATE PORT AUTHORITY – 2023 LOAN."

Prohibited Contacts; Inquiries Regarding this RFP

From the release date of this RFP until a contract is awarded, parties that intend to submit, or have submitted, a Proposal are prohibited from communicating with any member of the Board of the Authority or any employee of the Authority or members of the team who may be identified herein regarding this RFP or the underlying transaction, except as follows:

Ms. Linda Paaymans
Chief Financial Officer
Alabama State Port Authority
P.O. Box 1588
Mobile, Alabama 36633
Phone: (251) 441-7036
e-mail: linda.paaymans@ALPorts.com



Bond Counsel
Preston Bolt, Esq.
Hand Arendall Harrison Sale LLC
P.O. Box 123
Mobile, AL 36601
Phone: (251) 694-6292
e-mail: pbolt@handfirm.com

Preference is for contact by email to properly consider each request or question.

Other Matters

The Authority reserves the right to reject any and all proposals and to waive or modify any irregularities in the proposals received. During the evaluation process, the Authority reserves the right to request additional information or clarification from proposers, or to allow corrections of errors or omissions. The Authority reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether the proposal is selected. Submission of a proposal indicates acceptance by the firm of the conditions contained in this Request for Proposal. The Authority will not reimburse responding firms for any expenses incurred in preparing responses to this request for proposal.

All proposals should be valid for not less than ninety (90) days and should so indicate in writing.

Thank you for your interest in the Authority financing program and for your willingness to provide a proposal. We look forward to receiving and reviewing your proposal.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Driscoll', is written over a light blue horizontal line.

John Driscoll
Director and Chief Executive Officer
Alabama State Port Authority