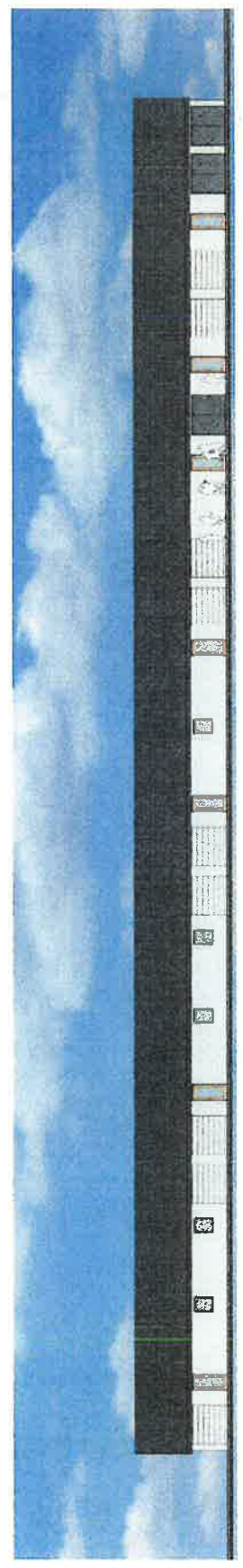


PERSPECTIVE



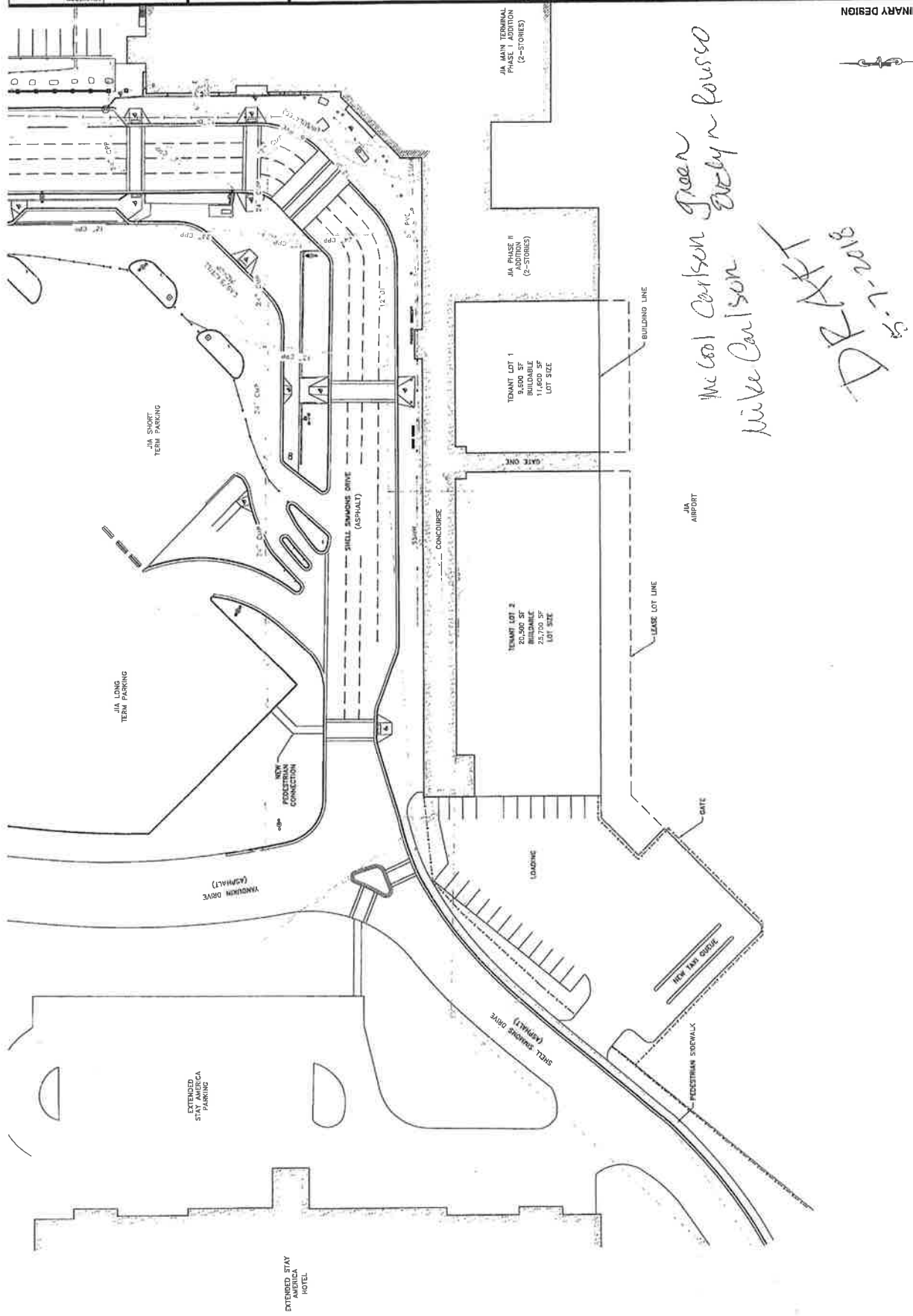
ELEVATION

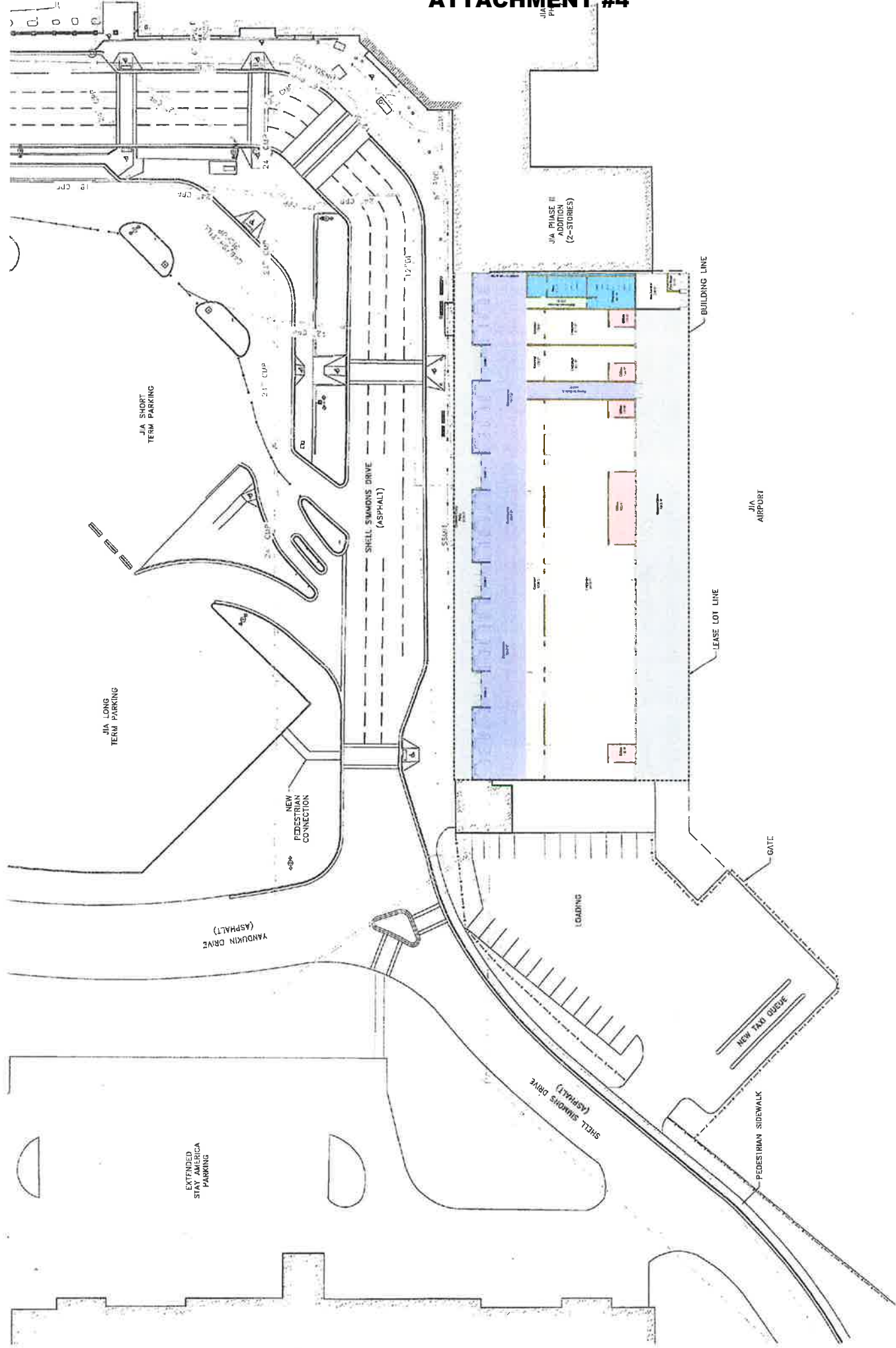


ELEVATION

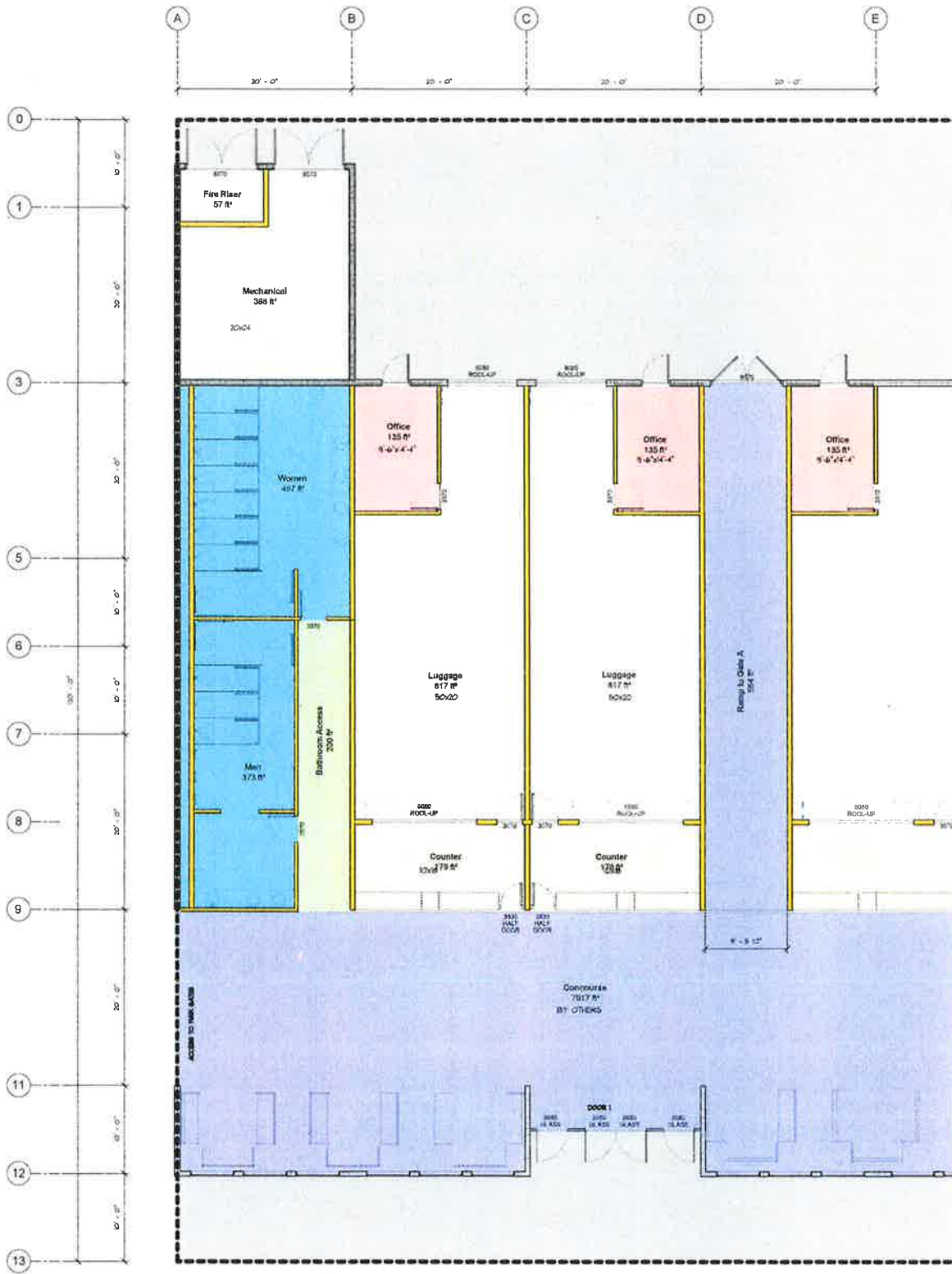
| | |
|-------------|-----------|
| DATE | 1/27/2016 |
| BY | MC |
| REVISION | |
| DESCRIPTION | |
| DATE | |
| BY | |
| REVISION | |
| DESCRIPTION | |
| DATE | |
| BY | |
| REVISION | |
| DESCRIPTION | |

PRELIMINARY DESIGN





ENLARGED PLAN



VALUE ENGINEERING NOTES:

STRUCTURAL INSULATED PANEL WALLS AND ROOF
 15% FASTER ERECTION
 SUPERIOR THERMAL ENVELOPE
 EASY MODIFICATIONS/ADDITIONS

SOLAR TUBE LIGHTING
 "BIG ASS" FANS
 HVAC SOCKS
 RADIANT HEAT FLOORS

ATTACHMENT #4

Description: JUNEAU NORTH TERMINAL
Code: JNUTERM

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19:42:36

B I D B O O K

| Bid Item | Bid Item Description | Quantity | Unit | Unit Price | Total Price |
|----------|---------------------------|----------|------|-------------|--------------|
| 100 | DIV 1 GENERAL CONDITIONS | 1.00 | LS | 125,477.000 | 125,477.00 |
| 200 | DIV 2 SITE WORK | 1.00 | LS | 453,532.000 | 453,532.00 |
| 300 | DIV 3 CONCRETE | 1.00 | LS | 582,366.000 | 582,366.00 |
| 400 | DIV 4 MASONRY | 1.00 | LS | 0.000 | 0.00 |
| 500 | DIV 5 METALS | 1.00 | LS | 332,977.000 | 332,977.00 |
| 600 | DIV 6 WOOD AND PLASTER | 1.00 | LS | 820,637.000 | 820,637.00 |
| 700 | DIV 7 THERMAL AND MOISTUR | 1.00 | LS | 517,772.000 | 517,772.00 |
| 800 | DIV 8 DOORS AND WINDOWS | 1.00 | LS | 227,217.000 | 227,217.00 |
| 900 | DIV 9 FINISHES | 1.00 | LS | 166,324.000 | 166,324.00 |
| 1000 | DIV 10 SPECIALTIES | 1.00 | LS | 224,324.000 | 224,324.00 |
| 1100 | DIV 11 EQUIPMENT | 1.00 | LS | 198,323.000 | 198,323.00 |
| 1200 | DIV 12 FURNISHINGS | 1.00 | LS | 66,433.000 | 66,433.00 |
| 1300 | DIV 13 SPECIAL CONSTRUCTI | 1.00 | LS | 271,625.000 | 271,625.00 |
| 1400 | DIV 14 CONVEYING SYSTEMS | 1.00 | LS | 0.000 | 0.00 |
| 1500 | DIV 15 MECHANICAL | 1.00 | LS | 492,684.000 | 492,684.00 |
| 1600 | DIV 16 ELECTRICAL | 1.00 | LS | 332,387.000 | 332,387.00 |
| 1700 | DIV 17 INSTRUMENT/CONTROL | 1.00 | LS | 84,322.000 | 84,322.00 |
| | | | | BASE TOTAL | 4,896,400.00 |

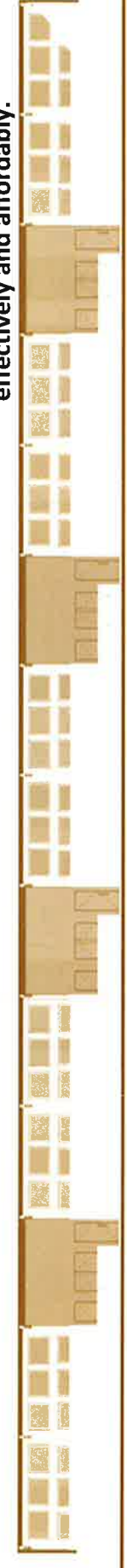
"GREEN" BUILDING

STRUCTURAL INSULATED PANELS

LOGISTICS

- Extremely energy efficient building envelope
- Radiant floor heating provides an even heat where it is needed
- Large overhead fans circulate warm air from ceilings to floors to provide more comfort
- Solar light tubes eliminate artificial lighting needs during daylight and reduces heat production
- Air conditioning needs will be significantly reduced compared to conventional construction
- The use of 'Air Socks' for even cold air distribution will create interest and advertising opportunities
- Efficient LED lighting will cut power cost up to 50% (when needed)
- Large overhangs reduce energy entering the building, reducing cooling needs
- Protected glass allows energy into concourse during winter to provide passive heating
- Structural Insulated Panels are referred to as SIPs in the industry
- SIPs consisted of Oriented Strand Board (OSB) skins and Expanded Polystyrene (EPS) core pressure laminated together
- SIPs don't contain studs, only bucks at the end of walls and around openings
- SIPs can be erected in 25% of the time for conventional framing
- SIP construction produces far less waste than conventional framing.
- SIPs can be used as roof panels eliminating structural sub framing
- SIPs provide more strength than conventional framing, both gravity and lateral loads
- SIPs provide straight and true walls
- SIPs don't leak air or energy, making a significantly superior environmental envelope
- Advances in OSB technology now allow OSB to be resistant to water, mold, rot, and insects
- Allows City Borough of Juneau (CBJ) to evaluate the design concept and how it fits with their long-range planning and culture
- Also allows the CBJ to evaluate the operations cost of the new facility
- Allows transparency and separates special interest of any one operator. Conversely, the public procurement process brings options to the table that don't cede control of the North Terminal to private interests.
- Provides option to create a sterile baggage handling security area close to within the main terminal. This design concept could help expand the existing terminal at low cost within the north terminal new construction plan.
- Allows consideration to add badly needed space for 121 operator(s). A south portion of this design could be constructed to solve the problem of congested and inefficient TSA security screening space.
- The conceptual design presented herein assures consistent design flow critical for end users ability to operate efficiently, effectively and affordably.

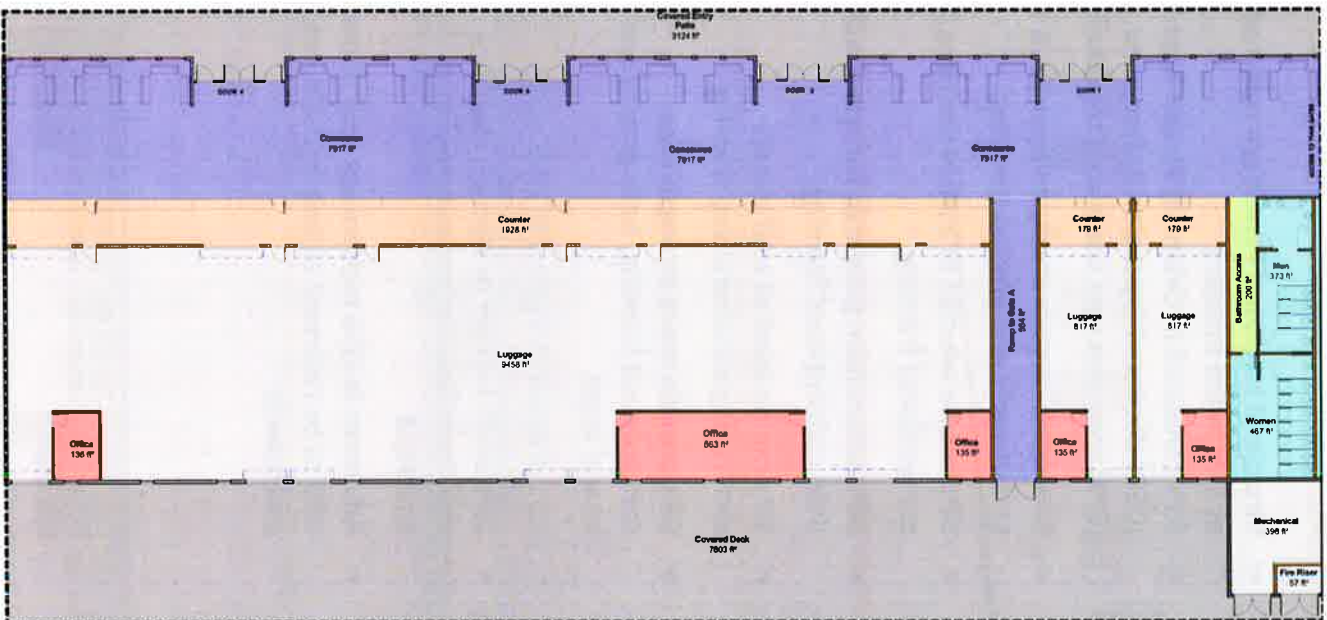
ATTACHMENT #4



ATTACHMENT #4

DESIGN CONCEPT

- Economically Viable Construction
- Designed for low cost fast track expansion for both operator growth and new operators (spring/summer/fall)
- “Big Box Open Space” without interior bearing walls - easily modified for both current and future tenants
- Open covered ramp Space with large cantilevered overhang requires no column supports – ease of baggage tugs ingress and egress
- Front concourse roof blends with lease space providing curb appeal with contiguous continuity
- Sloped Roof follows architectural design concept with existing terminal
- Window layout compliments existing terminal and creates a look that the North Terminal is not an addition
- Concourse roof construction concurrent build with lease space design
- Construction methodology allows 2-phase construction with demo of a portion of the old north terminal, operators have internet and phone with minimal disruption
- Provides a consistent look, eliminating the eclectic look of operators building their own facilities



JUNEAU INTERNATIONAL AIRPORT



PROPOSED REPLACEMENT OF THE NORTH TERMINAL FOR 135 OPERATIONS

**CBJ AIRPORT TERMINAL NORTH WING
RECONSTRUCTION OPTIONS SUMMARY**

As of June 11, 2018

There are three possible options to replacing or upgrading the current public facility. They are:

- I. **CBJ Airport remains the owner** of the current public facility procuring re-construction through a public bid process (***Harris Air/Island Air/Ward Air's recommended option***);
- II. **Privatizing** the public facility **to a single entity** other than a 135 company by leasing the CBJ Airport North Wing land immediately adjacent to the terminal who will in turn construct, own and operate a new terminal under terms required by the airport; and
- III. **Privatizing** the public facility **to multiple current 135 companies** by leasing the CBJ Airport North Wing land immediately adjacent to the terminal who will in turn construct, own and operate a their own terminal under their own terms (the option ***currently recommended by CBJ Airport staff and Alaska Seaplanes***).

The attached sheet compares the features of these three options.

WARD AIR, INC.
CBJ AIRPORT TERMINAL NORTH WING REPLACEMENT OPTIONS ANALYSIS

As of June 11, 2018

North Wing Terminal Replacement Options

(I) CBJ Owned (II) One Lease (III) Multiple Leases

16 Important Features

| | YES | YES | NO |
|--|-----|-----|----|
| 1. <u>CBJ Airport retains long term control</u> of an existing public facility. | YES | YES | NO |
| 2. Allows for a <u>genuine Public Private Partnership</u> in which the CBJ Airport would ultimately retain ownership of this critical public facility. | YES | YES | NO |
| 3. <u>Ensures market competition</u> at the CBJ airport allowing entry, expansion, contraction and exit of operators into the Juneau market <u>without requiring a significant capital investment.</u> | YES | YES | NO |
| 4. <u>Avoids any conflict of interest</u> resulting from ceding control of a current public facility to a single currently viable private carrier or group of carriers. | YES | YES | NO |
| 5. <u>Avoids potential legal problems</u> that could result should a 135 operator with a long term private leasehold interest as part of a public facility encounter financial difficulties, bankruptcy or a change of ownership. | YES | YES | NO |
| 6. <u>Avoids giving a competitive advantage</u> to any one or group of operators over other 135 carriers currently in or who may want to enter the Juneau market. | YES | YES | NO |
| 7. Allows re-construction of the North Wing as a homogenous <u>"Big Box" allowing future flexibility and expansion.</u> | YES | YES | NO |
| 8. <u>Will allow for compatible design criteria</u> with rest of the Airport terminal, avoiding a trailer park look. | YES | YES | NO |

CBJ AIRPORT TERMINAL NORTH WING REPLACEMENT OPTIONS ANALYSIS

As of June 11, 2018

North Wing Terminal Replacement Options

(I) CBJ Owned (II) One Lease (III) Multiple Leases

16 Important Features

| | |
|--|--------------------------------|
| <p>9. <u>Would allow Delta, Air North or other potential 121 carriers to rent space in the North Wing</u> if the "knuckle" reconstruction incorporated a bag belt from the North Wing to the bag screening area, thereby <u>significantly forestalling any need for a multi-million dollar addition</u> to the existing two story east wing of the CBJ Airport Terminal.</p> | <p>YES YES YES NO</p> |
| <p>10. <u>A public bid process would ensure transparency and avoid a potential legal challenge.</u></p> | <p>YES YES YES NO</p> |
| <p>11. <u>Avoids need for additional public financing.</u></p> | <p>YES YES YES</p> |
| <p>12. Could be <u>financed by bank or private financing.</u></p> | <p>MAYBE YES YES YES</p> |
| <p>13. <u>May avoid the additional prevailing wage construction costs</u> required by the provisions of Alaska Statutes Title 36.</p> | <p>NO MAYBE MAYBE MAYBE</p> |
| <p>14. <u>Can be accomplished expeditiously.</u></p> | <p>MAYBE MAYBE MAYBE MAYBE</p> |
| <p>15. Staging of the construction would <u>enable 135 Operators to continue operations during construction.</u></p> | <p>YES YES YES MAYBE</p> |
| <p>16. Allows a private contractor to <u>determine if the existing North Wing superstructure can be utilized</u> rather than demolished.</p> | <p>NO YES YES NO</p> |

PRO-FORMA NEW NORTH WING RENTAL RATE COMPUTATIONS

As of June 11, 2018

ATTACHMENT #4

| | Non-Prevailing Wage | | Prevailing Wage @ 40% Premium | |
|---|---------------------|--------------------|-------------------------------|--------------------|
| | Tax Free Rates | Non-Tax Free Rates | Tax Free Rates | Non-Tax Free Rates |
| Estimated Construction Cost | 4,896,400 | 4,896,400 | 6,854,960 | 6,854,960 |
| APR Bank Financing Rates 2018-06-11 | 3.4% | 4.9% | 3.4% | 4.9% |
| Financing Years | 20 | 20 | 20 | 20 |
| Financing Months | 240 | 240 | 240 | 240 |
| Monthly Required Revenue for Debt Service | 28,146 | 30,713 | 39,405 | 42,999 |
| Annual Required Revenue for Debt Service | 337,754 | 368,560 | 472,856 | 515,985 |
| Annual Utility and Maintenance Cost Ratio | 15% | 15% | 15% | 15% |
| Annual Utility and Maintenance Costs | 50,663 | 55,284 | 70,928 | 77,398 |
| Total Required Revenue | 388,417 | 423,844 | 543,784 | 593,382 |
| <u>Leaseable Space</u> | | | | |
| Large Carrier | 12,221 | 12,221 | 12,221 | 12,221 |
| Small Carrier 1 | 1,131 | 1,131 | 1,131 | 1,131 |
| Small Carrier 2 | 1,131 | 1,131 | 1,131 | 1,131 |
| Covered Back 250 x 30 | 7,500 | 7,500 | 7,500 | 7,500 |
| Total Leaseable Space | 21,983 | 21,983 | 21,983 | 21,983 |
| Blended Annual Rental Rate/Square Foot | 17.67 | 19.28 | 24.74 | 28.16 |

| | | | | |
|-------------------------------------|----------------------------|-------|-------|-------|
| Current Blended Annual Rental Rates | 20.41 | 20.41 | 20.41 | 20.41 |
| Harris Air/Island Air | | | | |
| Alaska Seaplanes | | | | |
| | Requested but Not Provided | | | |

| | | | | |
|---|--------------|--------------|--------------|-------------|
| Marginal Blended Annual Rate/Square Foot | -2.74 | -1.13 | -0.29 | 1.43 |
|---|--------------|--------------|--------------|-------------|

| | | | | |
|--|----------------------------|-------------|-------------|--------------|
| | 20.41 | 20.41 | 20.41 | 20.41 |
| | Requested but Not Provided | | | |
| | 4.33 | 6.58 | 7.75 | 10.17 |