

Expand Your Mind and Better Projects will Follow:

Former Military Assets



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Military Installation Closures



Bracing For Impact

ALTERNATIVE BRACE POSITIONS



POSITION 1:
Head down and hug knees



POSITION 2:
Cradle head on seat in front

Arizona Laboratory For Security & Defense Research



Genesis & Mission



A Government-Owned, Contractor-Operated research campus founded in 2011, following BRAC-closure of this former Air Force Research Laboratory, chartered to:

- Preserve, revitalize and expand as an security-focused research & development center
- Leverage former Air Force Research Lab (AFRL) workforce to attract high-level research into the Lab.
- Establish and maintain DoD security accreditations as part of a turn-key package available to qualifying leaseholders
- Attract and retain industry, academic, and government partners working national security issues



Facility Overview

- Former Air Force Research Laboratory (2005 BRAC)
- 100,000 square feet of office, industrial and laboratory space
- 29 reconfigurable laboratories ranging from ~250 to over 8,000 square feet
- Designed and built to accommodate classified research and development
- 5 Labs / 18,000 square feet of ICD 705-compliant SCIF with full TEMPEST accreditation



Business Model



- City of Mesa owns and maintains the real estate.
- Alion Science & Technology promotes the facility, maintains facility security protocols, and serves as on-site property manager.
- Lease revenues pay for facility maintenance, capital investment, and property management
- City of Mesa ROI = Jobs supported by the facility, associated wages, and research money coming into the facility
- As of March 2016... Over \$100 million in research, 20+ tenants, and over 75 high-wage jobs.

Cyber Warfare Range



- A collaborative space for all things cyber:
 - Operations and Intelligence
 - Education and Training
 - Research and Development
 - Entrepreneurship
- Over 1,300 volunteers are actively engaged with the Range!
- Focus on Analysis and Forensics with a unique training philosophy... resulting in positive workforce development outcomes.
- Strong private sector support
- www.azcwr.org

Cyber Warfare Range



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Arizona Laboratories Building 560 Office T.I.

Lessons Learned



- Business plan & target customer were extremely sensitive to Federal Defense spending (and/or lack thereof).
- Typical real estate terms were not applicable. Target customers required unique concessions.
- Facility improvements required to maintain security clearances exceeded expectations.
- Without a well-known, private defense contractor as a partner... this initiative would have failed.

Phoenix-Mesa Gateway Airport



Airport Fast Facts



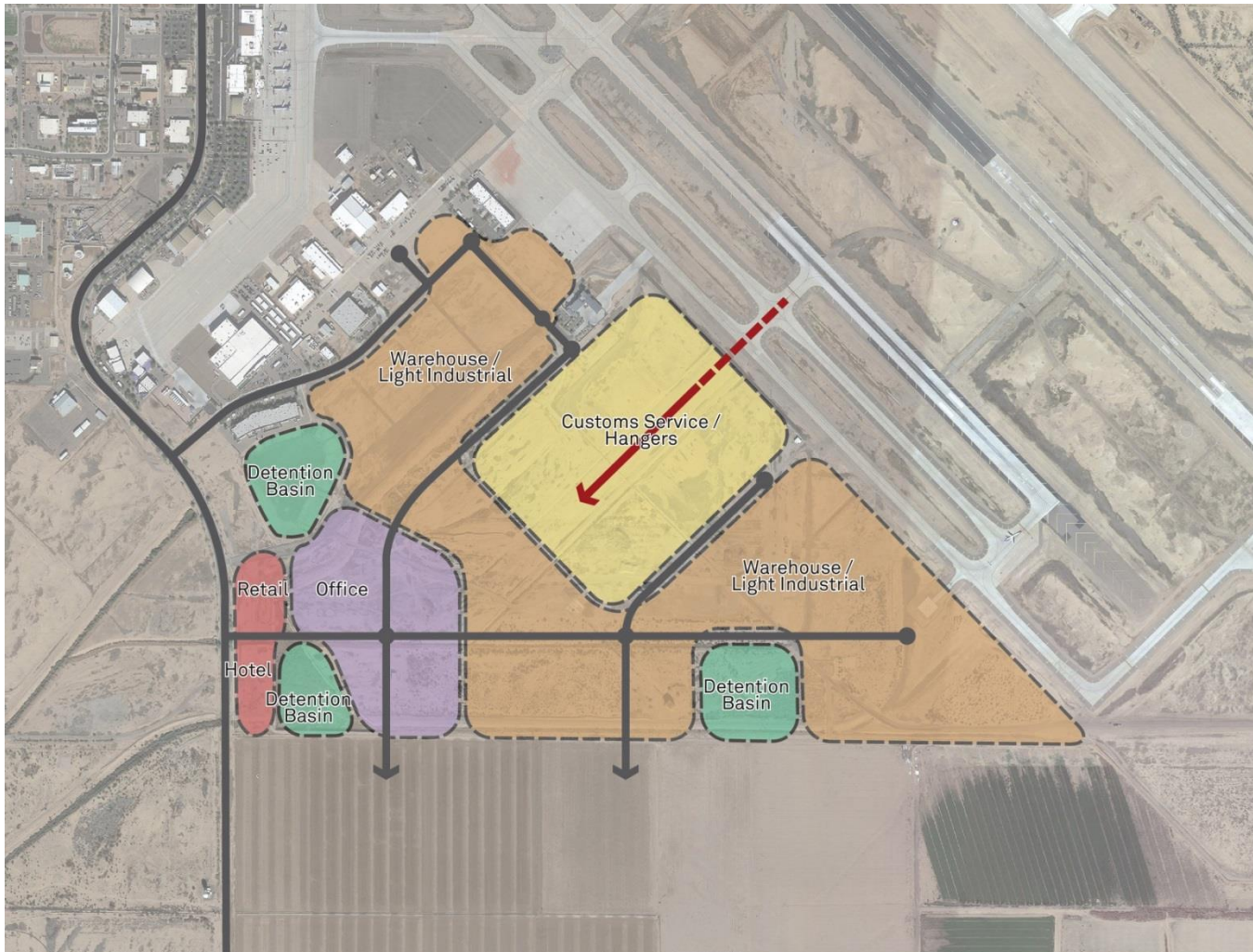
- Formerly Williams Air Force Base (1991 BRAC)
- Growing commercial passenger (1.4 million passengers in 2017)
- Emerging center of excellence in MRO Industry
- 2,500 “on-airport” employees
- Supports more than 10,000 jobs across the region
- \$1.3 Billion in annual economic contribution (2013)
- 1,000 acres of developable aeronautical and non-aeronautical land

A BIG Problem

PROBLEM



SkyBridge Arizona Proposal



KEY

- Site Boundary
- Roadway
- Taxiway
- Detention Basin
- Retail / Hotel
- Office
- Warehouse / Light Industrial
- Customs Service / Hangers

****CONCEPTUAL****



UCP Program



UNIFIED CARGO PROCESSING

Allocation of Risk/Responsibilities



AIRPORT

- Airport Operations
- Airfield Infrastructure Maintenance

DEVELOPER

- \$25 million infrastructure investment
- Facility Development
- UCP Program
- Marketing, Promotion, and Leasing

UNKNOWN ENVIRONMENTAL CONTAMINATION

Conceptual Rendering



Reasons for Optimism



- Strong Public-Private Partnership with appropriate risk allocation
- BIG vision with (potentially) game-changing competitive advantage
- Patient & Thorough Process = Strong Political Buy-In & Support
- Ideal Fit: Project Outcomes match Investor/Owner Objectives

QUESTIONS

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