



MARKET SOUNDING WEBINAR

JUNE 14, 2023

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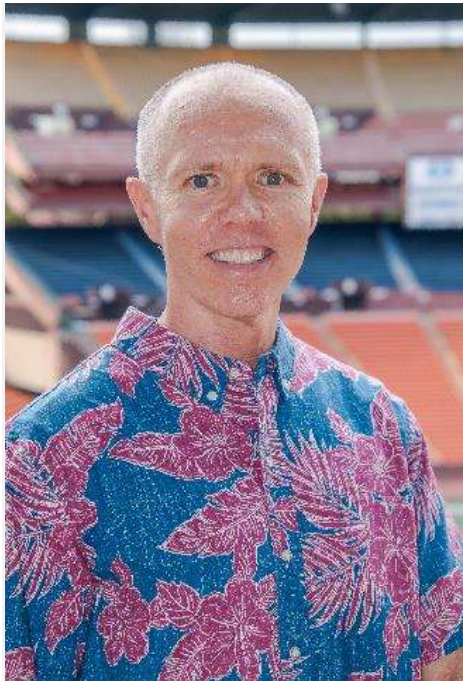
1. PANELISTS

PANELISTS



Chris Kinimaka

Public Works
Administrator
Department of Accounting
& General Services



Ryan Andrews

Stadium Manager
Stadium Authority



Stacey Jones

Principal
Crawford Architects



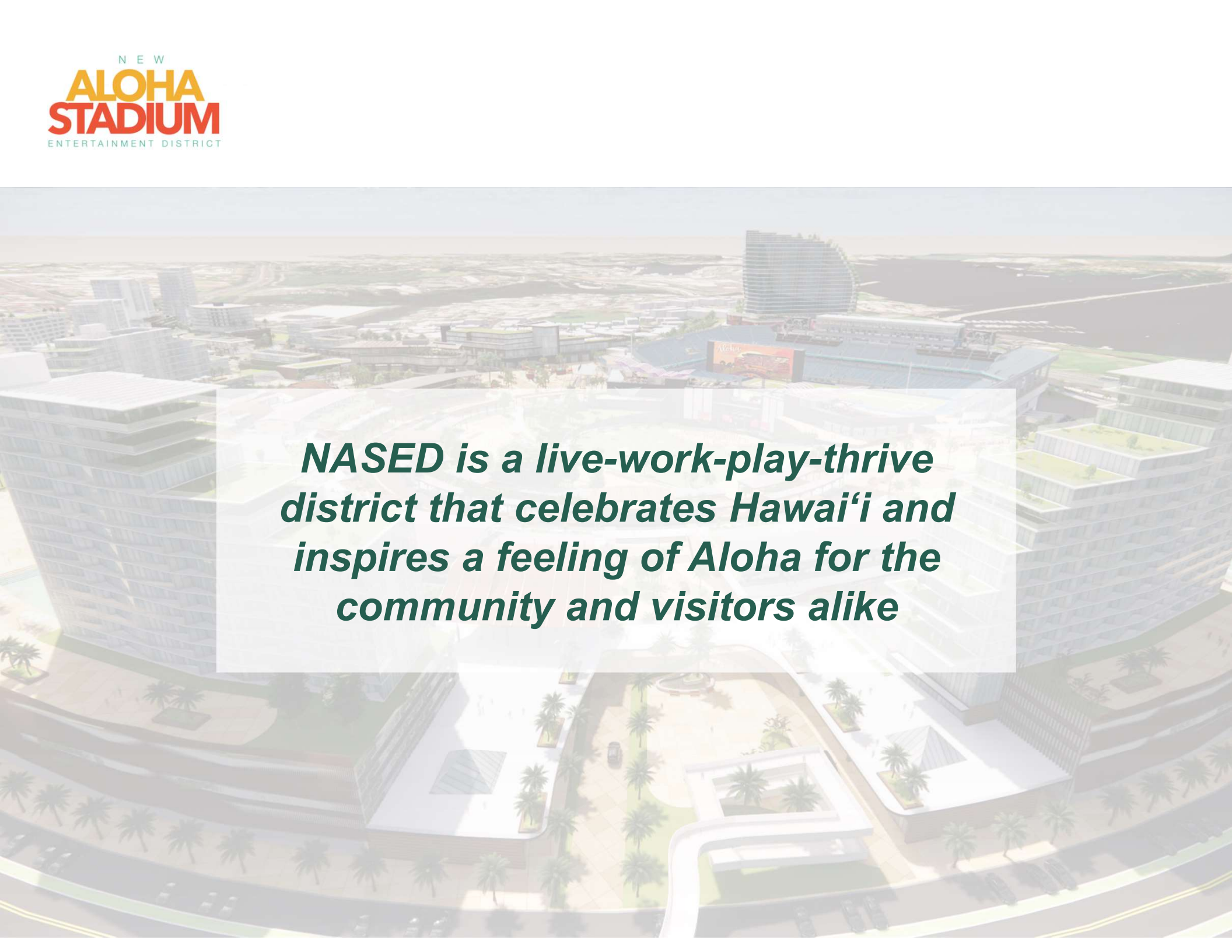
David Harris

Program Director
WT Partnership

2. INTRODUCTION

WHAT IS NASED?



An aerial architectural rendering of the Aloha Stadium Entertainment District (NASED). The image shows a large stadium in the center, surrounded by modern high-rise buildings, landscaped areas with palm trees, and parking lots. The text is overlaid on a semi-transparent white box in the center of the image.

NASED is a live-work-play-thrive district that celebrates Hawai'i and inspires a feeling of Aloha for the community and visitors alike

CONCEPTUAL PROGRAM



Stadium:

25,000 seats (min)
Capable of hosting
football, soccer, rugby,
concerts, etc.



Real Estate:

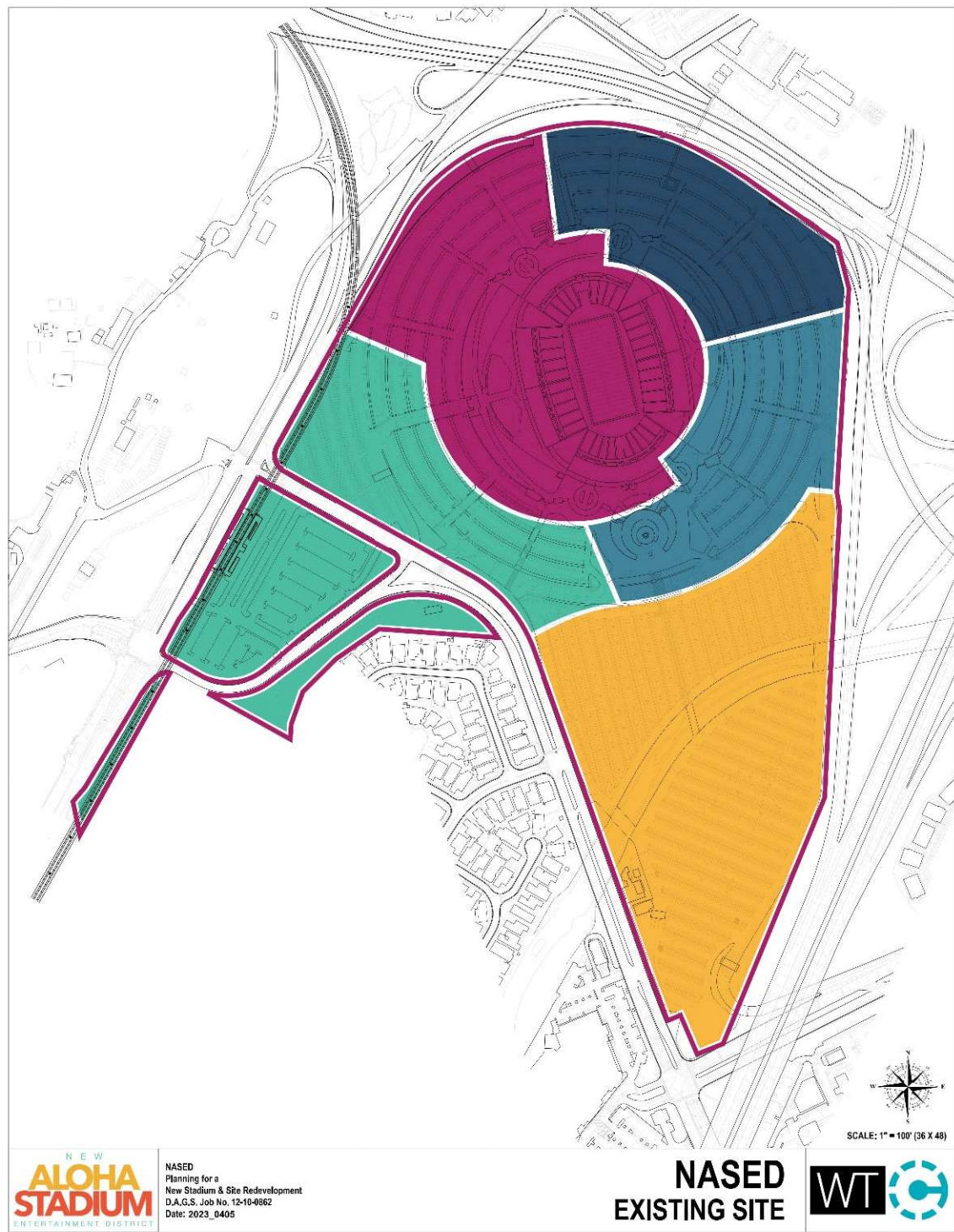
~4,200 Residential Units

(Mix of affordable, workforce, premium)

Hotels, retail, office

Supporting infrastructure

(Figures indicative based on absorption projections)



CONCEPTUAL PHASING



PROJECT TEAM

Stadium Authority

Client Agency

**Project Oversight /
Jurisdiction**

**Landowner, Ground
Lessor**

DBEDT

Funding Agency

**Project Oversight /
Policy**

**Delivery Agency
(Long Term)**

DAGS

Procurement Agency

**Procurement
Oversight / Policy**

Budget & Finance

**State Funding and
Payment Oversight**

Advisory

HCDA

Advisory

Consultant Team Leads

**Crawford Architects
WT Partnership
O'Melveny
Goldman Sachs**

3. MARKET SOUNDING

The State has developed a new preferred approach to deliver the New Aloha Stadium Entertainment District (NASED).

The State notes some of the relative complexities and challenges with the preferred approach.

The State is conducting this Market Sounding process to provide prospective offerors and interested parties with an opportunity for a structured dialogue to discuss, confirm (or otherwise), and refine the preferred approach.

MARKET SOUNDING OBJECTIVES

- That Market Sounding is undertaken in a fair and transparent manner that does not unfairly advantage or disadvantage any prospective offeror or participant in any subsequent procurement process.
- That Market Sounding ensures private sector participation and competition in the procurement process for the Project.
- That Market Sounding yields clear, genuine, and reliable feedback on the Project, including:
 - the marketability of the new proposed approach to delivery of the Project;
 - the industry's interest and intent in submitting formal proposals; and
 - the key risks and opportunities in successfully executing a transaction utilizing the proposed approach and ensuring appropriate mechanisms are in place to deal with these.

MARKET SOUNDING PROCESS

Webinar

Request for Information

Additional Info / One-on-One Meetings

Report

4. PROJECT BACKGROUND

The NASED site and adjacent areas were used for agricultural purposes, including growing rice and sugar as well as grazing lands for livestock, dating back hundreds of years.

In 1876 due to the Reciprocity Treaty, the United States was given free access to Pearl Harbor. Kamehameha Drive, which is adjacent to the NASED site, was built in the 1930s as part of the US Navy's expansion in the areas adjacent to Pearl Harbor. Prior to and during WWII, the United States constructed substantial residential and support facilities on and around the present-day NASED site.

The Navy housing on the NASED site was slowly drawn down after the war and used for low-income housing until the 1970s when the existing Aloha Stadium was constructed.

HISTORY OF THE SITE PRE-ALOHA STADIUM ERA



Sugar plantation in Aiea. Pearl Harbor in background (ca. 1912)



Smoke billows over Pearl Harbor on Dec. 7, 1941, after a surprise Japanese attack. (National Park Service/SAFP)

HISTORY OF THE SITE

ALOHA STADIUM ERA

Aloha Stadium has formed the centerpiece for sports and entertainment in Hawai'i since it first opened in 1975. The innovative design created a stadium that was able to transform from a football stadium configuration to a baseball configuration.

Over the years, Aloha Stadium has played host to the NFL Pro-Bowl, NFL and MLB exhibition games, College Bowl games, Nationally televised boxing matches, WWE wrestling events, Monster Truck shows and numerous concerts including Frank Sinatra, the Police, the Eagles, U2 and recently Bruno Mars.

The Stadium site is also the home for the Aloha Stadium Swap Meet which occurs every Wednesday, Saturday and Sunday and the annual 50th State Fair.



Images of Aloha Stadium over the years

- *The existing Aloha Stadium and lands are underutilized.*
- *The stadium facility has been in dire need of significant repair and maintenance for many years.*
- *The Stadium Authority has considered repairing, upgrading, and replacing the existing facility to optimize the public's enjoyment and ensure public safety.*
- *Redeveloping, renovating, or improving these public lands in a manner that will provide suitable recreational, residential, educational, and commercial areas, where the public can live, congregate, recreate, attend schools, and shop, as part of a thoughtfully integrated experience, is in the best interests of the State and its people.*

2005

Planning Study reveals a number of deficiencies and foreshadowed significant maintenance costs

2017

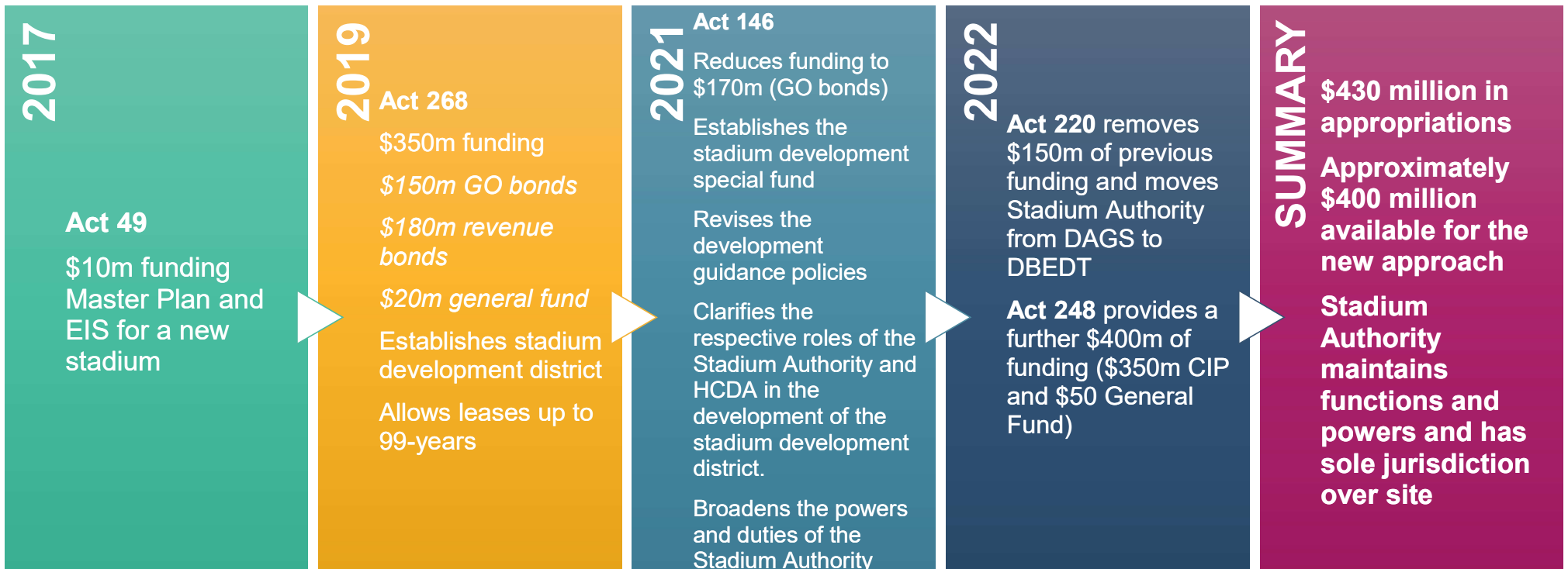
Updated Planning Study reveals that \$30m per annum contribution would be required over a 25 year span

2017

Deed restrictions lifted
Hālawā Area TOD Plan Final Draft
Legislature appropriates \$10m planning funds

2019

Planning commences
Act 268:
Funding and mission to deliver a new stadium and district under a P3 model



5. PROPOSED NEW APPROACH

The Project seeks to deliver a stadium forming the centerpiece of a live-work-play-thrive district.

The integrated project will require the developer to design, build, operate and maintain the new Aloha Stadium.

The developer will also have the right to develop a portion of the surrounding district and to use revenue from this to supplement State funds for the stadium construction and fund ongoing operating and maintenance costs.

- A. For the State to establish and maintain a productive, mutually beneficial, and **long-term partnership with the developer**, where both are diligently pursuing the achievement of the NASED vision.
- B. For the Project to deliver an **integrated, mixed-use, live-work-play-thrive district**.
- C. To ensure that the **new Aloha Stadium is fit for its intended purpose, maintained to a suitable standard, and returned to the State to a prescribed condition** after a specified period of time, with no State payment obligation related to the operation and maintenance of the stadium.

- D. To ensure that the **new Aloha Stadium continues to be a community asset.**
- E. The **State** expects **to have little to no financial liability** to the developer **outside of contractually scheduled payments** for the initial design and construction of the new Aloha Stadium.

- F. To **maximize the scope of the new Aloha Stadium** by granting the **developer the right to** develop, operate, and **retain revenues from the** leasing and operation of the **entirety of the adjacent NASED area**, which revenues will be used to fund increased or enhanced stadium scope (initially) and/or stadium upgrades (in the future).

In doing so, deliver, operate and maintain a new Aloha Stadium that is of greater scope and higher quality than the State would otherwise be able to fund using its currently available and allocated funding.

NEW ALOHA STADIUM

REQUIREMENTS



Design and Construction

- Base Scope
 - Capacity of no less than 25,000 seats
 - Must be multipurpose and support a variety of events (soccer, concerts, etc.) with a focus on user experience
 - Must meet other defined technical requirements
 - State funds design and construction costs
- Enhanced Scope
 - Developer financing to enhance scope and quality of stadium

Operations and Maintenance

- Developer responsible for operations and maintenance for 20 to 30 years
- Must be operated and maintained to defined performance requirements
- Developer retains stadium revenues and responsible for all operations and maintenance costs
- State-prescribed terms and conditions impacting scheduling, pricing, cost recovery and revenue sharing for a limited number of community events (e.g., University of Hawaii, scholastic sports etc.)

DISTRICT DEVELOPMENT REQUIREMENTS



DISTRICT DEVELOPMENT REQUIREMENTS

Development of remainder of NASED site (approximately 70 to 80 acres)



Delivery of a mixed-use, live-work-play-thrive entertainment district



Development is expected to occur over 20+ years



Development is expected to include residential (rental and leasehold options), hotels, office, retail / commercial and entertainment uses in a manner that supports the NASED vision and objectives alongside the new Aloha Stadium



Development includes vertical and horizontal infrastructure (i.e., developer is responsible for all utility upgrades and relocations, internal road and pedestrian network, etc.)

While the State has developed an initial program and master plan for NASED, this is not intended to be prescriptive in any way. The State encourages innovative land uses that deliver the NASED vision and the project objectives.

6. SITE DETAILS



The site is located in Central O'ahu.

The site is immediately adjacent to highways H1, H201, and Salt Lake Boulevard, on the Diamond Head side of Pearl Harbor.

The site is 98 acres in total size and has access to a Honolulu Rail station and an additional 20 bus stops are present in a ¼ mile radius from the site perimeter.

Approximately 258,000 residents live within a 10-minute drive from the Site.

The site's zoning is currently R-5 but the City and County of Honolulu is in the process of amending to BMX-3.



SITE OVERVIEW

CURRENT INFRASTRUCTURE

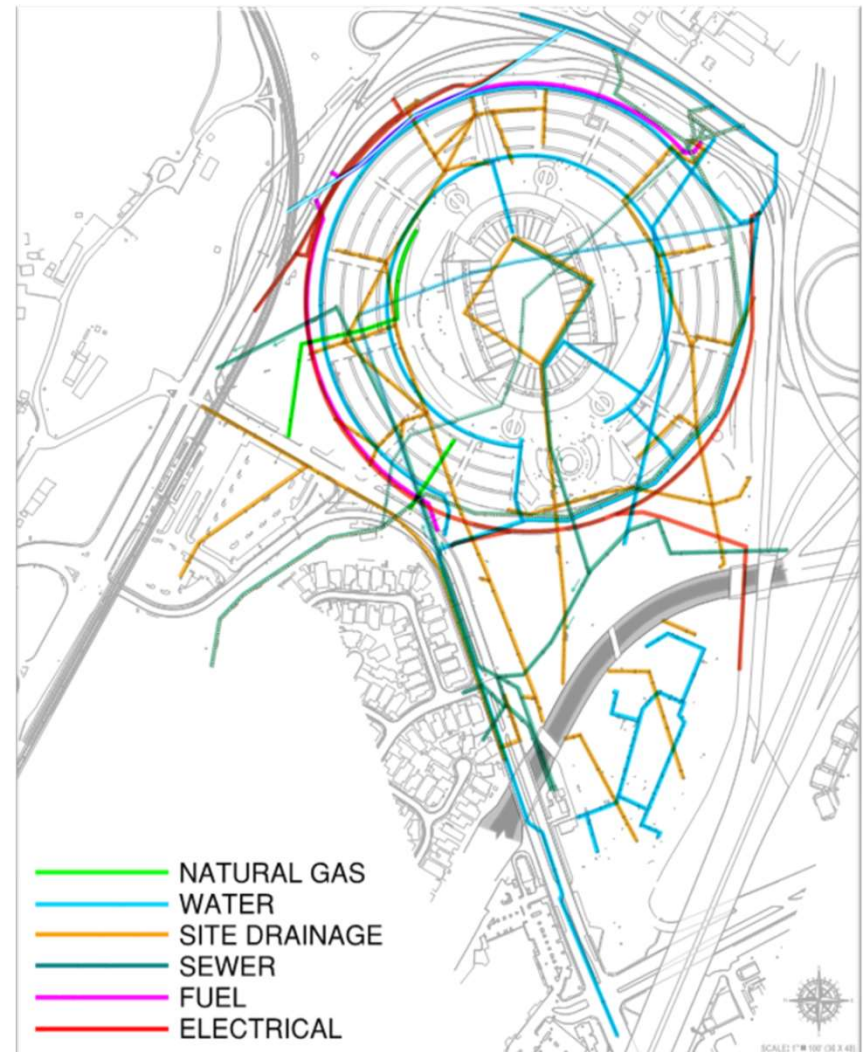
The site currently contains numerous utilities lines and utility easements.

The majority of the easements running through the site follow the ring road around the perimeter of the site.

The majority of the other utilities on the site are in place to serve the existing Stadium and Stadium parking lots.

Sewer capacity is a known constraint. The State is currently in discussion with relevant agencies and authorities regarding options to increase service capacity.

The State intends to provide the outcomes of these discussions through the procurement process.



Source: Civil Survey prepared by Control Point / Color coded utilities lines by Crawford Architects (known utilities only)



An environmental assessment has been prepared to support the EIS. It has identified several areas of concern that will likely require further investigation and potential site remediation.

A railroad line ran east-west through the middle of the site prior to the construction of the existing Stadium.

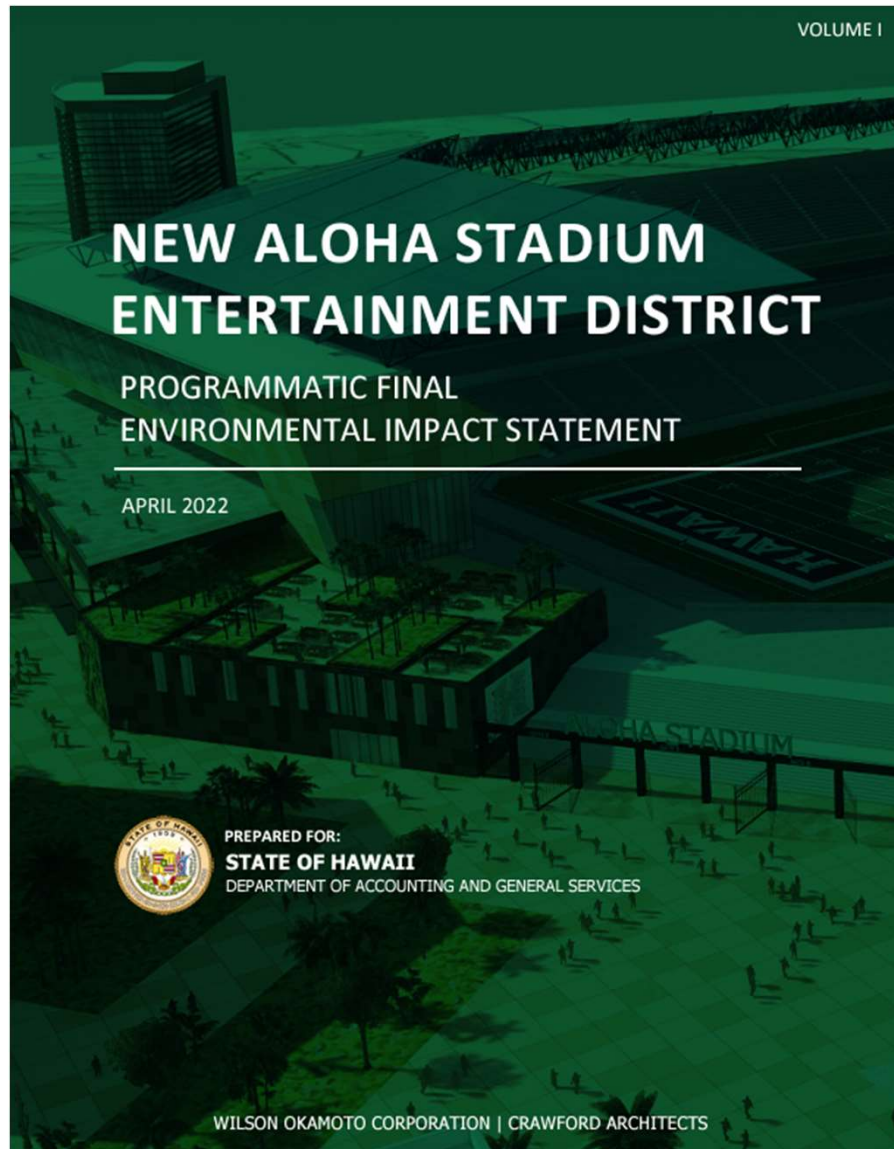
Monitoring wells associated with a former laundry facility that served the Navy Barracks are located at the northern end of the site.

The hydraulic equipment used to reconfigure and rotate the large stadium sections is a potential source of contamination.

Petroleum contaminated soil exists on the HART site and along the Navy's fuel line near the HART site.

The environmental assessment does not identify any monitoring wells to check on the plume from the Red Hill fuel tanks.

ENVIRONMENTAL IMPACT STATEMENT



The Final Programmatic Environmental Impact Statement (EIS) was accepted by Governor Ige on September 13, 2022, noting the satisfactory fulfillment of the requirements of Chapter 343, Hawai'i Revised Statutes.

The EIS covers matters such as: archaeological, cultural, flora and fauna, geotechnical, noise, engineering, hazardous materials, traffic, and economic considerations.

The developer will be responsible to implement mitigation measures identified in the EIS, or comparable mitigation measures at the discretion of the relevant agencies.

If supplemental EIS' or further environment assessments are required, this will be the responsibility of the developer to obtain.

Copies of the EIS can be accessed [here](#).

HĀLAWA AREA TOD MASTER PLAN



Images from the Hālawā Area TOD Master Plan

[Click Here to Access the Plan](#)

Developers interested in the Project should become familiar with the contents and guidelines of the Hālawā Area TOD Master Plan as the vision and goals of this overlapping planning effort completed by the City and County of Honolulu will provide invaluable content and serve as one of the many important planning documents that have already been established with key project stakeholder input.

CONNECTIVITY



Stadium and Station –
Make a Strong Connection



Accessibility –
Comfortable Multimodal Access

LAND USE



Retail and Entertainment – Create a Destination



Residential and Housing Diversity – Reflects A Variety of Lifestyles



Working District – Encourages More Visitation



Sustainability – Efficiency and Economy

OPEN SPACE



Community Gathering – Cultural Programs and Public Events



Green Network – Active, Open, Community Spaces

7. MARKET STUDY

Studies

- Various market studies were conducted for NASED in 2019, 2020 and 2022, including a market feasibility study & economic impact analysis, a strategic market analysis, and a financial and land value analysis.
- These studies covered demographic/ socioeconomic profiles and comparative market analysis, stadium program recommendations, and immediate and long-term ground lease expectations.
- These studies also covered site opportunity, economic and demographic drivers, market analysis, and a potential development program for NASED that could find support in the marketplace.
- The market demand study also helps support the State's vision for a vibrant live-work-play-thrive entertainment district for the project site.

Key Findings

- The NASED site reflects a unique opportunity to create a vibrant mixed-use entertainment district anchored by the redeveloped Aloha Stadium and forthcoming transit project.
- The NASED site can also draw from strong existing characteristics of the local market benefitting from proximity to Pearl Harbor and transit access.
- As the only stadium-anchored project in all of Hawai'i, NASED can establish a sense of place unlike anything that exists across the islands today or well into the future.
- The initial phase is critical to defining the project's vision and character, and laying the foundation for long-term success for the future phases.

Strengths and Opportunities

- The site has the ability to create a cohesive mixed-use environment as it is one of the few remaining large-scale development opportunities in all of O‘ahu.
- Integration with the Stadium is key to bring in additional traffic.
- The site is directly adjacent to multiple highways and Honolulu International Airport.
- Future rail station improvements will improve access and bring in more residents and visitors and enhance viability of multiple uses.
- Close to Joint Base Pearl Harbor-Hickam and Pearl Harbor National Memorial.
- Potential views of water and surrounding nature from much of the site.

Weaknesses and Threats

- Aside from Pearl Harbor, area is otherwise not a primary visitor destination and will need to find creative ways to use the Stadium and mix of uses to attract visitors and residents who would otherwise not have visited the site.
- Little immediate opportunity for integration with surrounding neighborhoods due to highways circling the site.
- Area is considered secondary/tertiary location for multifamily, office and retail uses. However, opportunity for major mixed-use entertainment development to induce new demand.

MARKET STUDY

POTENTIALLY SUPPORTABLE USES

Retail / Entertainment



Will need to serve local households, stadium guests, employees and visitors.

Potential uses include grocer, restaurants, hard/soft good boutiques, and significant lifestyle/entertainment.

Residential



Pent-up demand for various unit configurations from professionals, lifestyle renters-by-choice, families, and military households.

Strong demand from singles, couples and families versus high-end/second-home buyers.

Opportunity to attract local, mainlander and international buyers who want to be in a vibrant mixed-use entertainment district project.

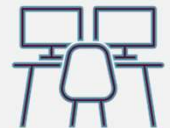
Hotel



Market could likely support new hotel rooms beyond known pipeline by 2026, especially given the new Stadium Project.

The likely candidates for hotel product are a mix of limited and full-service options.

Office



Attractive location but key factors temper higher demand at the Site.

While office supports the NASED vision, it will likely need to be value-engineered.

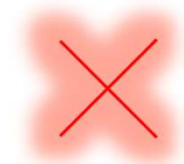


State Preferred Uses

Supported by Market Study

- Residential
 - Rental - various types and unit configurations
 - Leasehold
- Retail
 - Community-serving
 - Lifestyle / Themed Entertainment
- Hotel
 - Mix of Full and Limited Service
- Office
- Public / Civic

PREFERRED USES SUMMARY



Uses Not Supported*

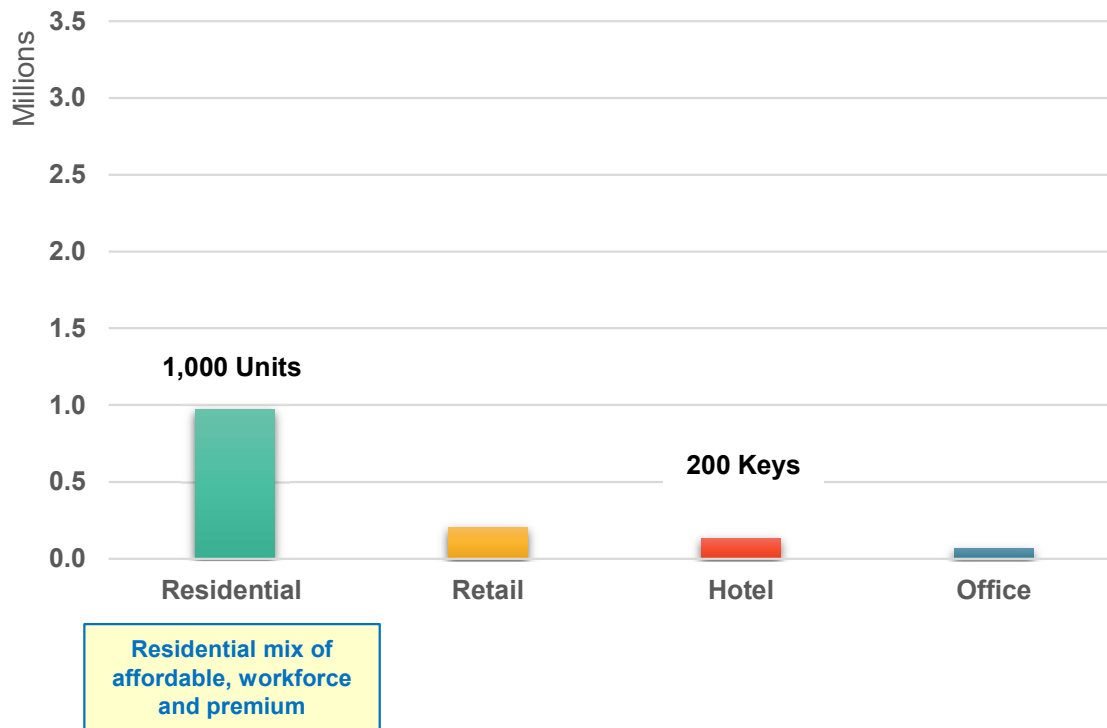
- Automobile sales and rentals
- Medical research and labs
- Self-storage
- Food manufacturing/ processing
- Distribution centers
- Correctional facilities
- Other uses not supporting a vibrant mixed-use entertainment district

** Uses currently allowed by the City and County of Honolulu under BMX-3 Zoning*

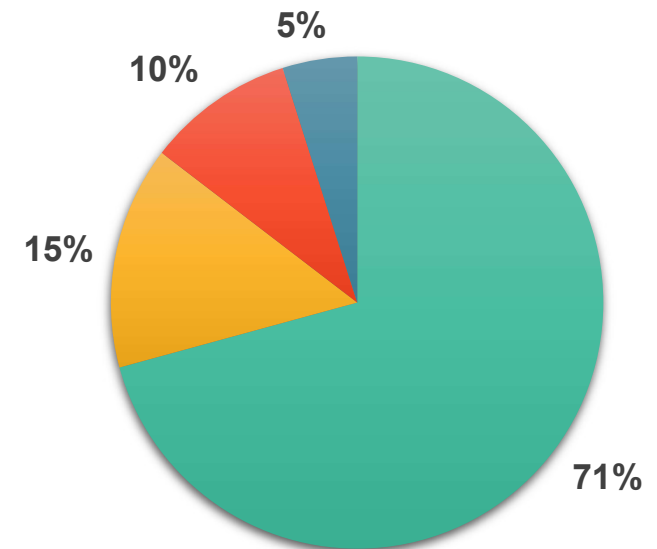
PROJECTED DEMAND INITIAL FIVE YEARS

Within the first five years, the market study projects potential support for **1.4 million** square feet of development* within the NASED site.

Potential Development Program – ~5 Years



Potential Use Breakdown – ~5 Years

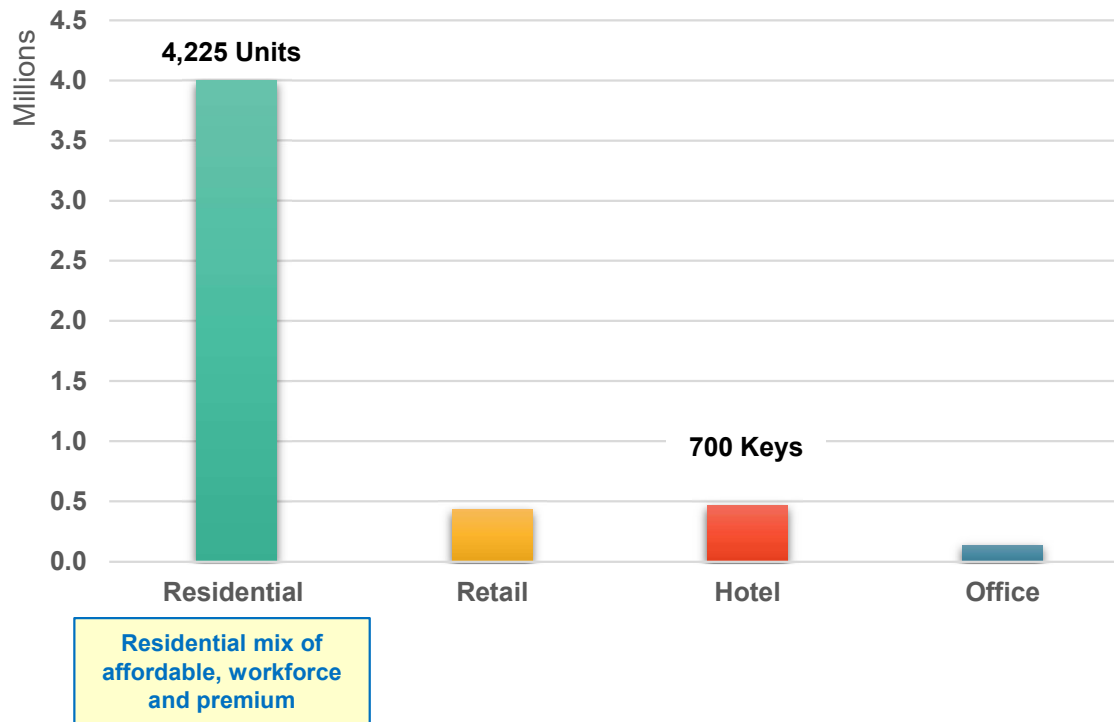


* Gross sf. Projected estimates only, do not include stadium, and subject to necessary approvals
Source: RCLCO Market Study – September 4, 2022

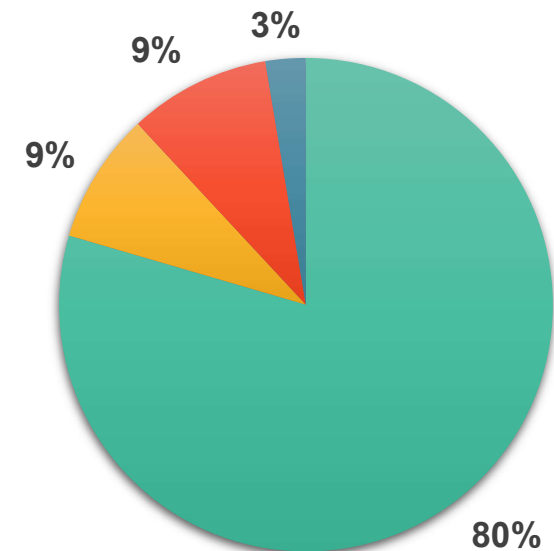
PROJECTED DEMAND FULL BUILD OUT (~20 YEARS)

At the projected full build out, the market study projects potential support for **5 million** square feet of development* within the NASED site.

Potential Development Program – ~20 Years



Potential Use Breakdown – ~20 Years



* Gross sf. Projected estimates only, do not include stadium, and subject to necessary approvals
Source: RCLCO Market Study – September 4, 2022

8. PRELIMINARY PROJECT OVERVIEW

Developer

Project Site

Term

Ownership

**Payment
Mechanism**

**State
Contribution**

**Developer
Financing**

**Default and
Termination**

Site Diligence

**Scope and
Program**

**Initial Real
Estate Program**

**Construction
Schedule**

Operations

Specified Use

Maintenance

**Performance
Management**

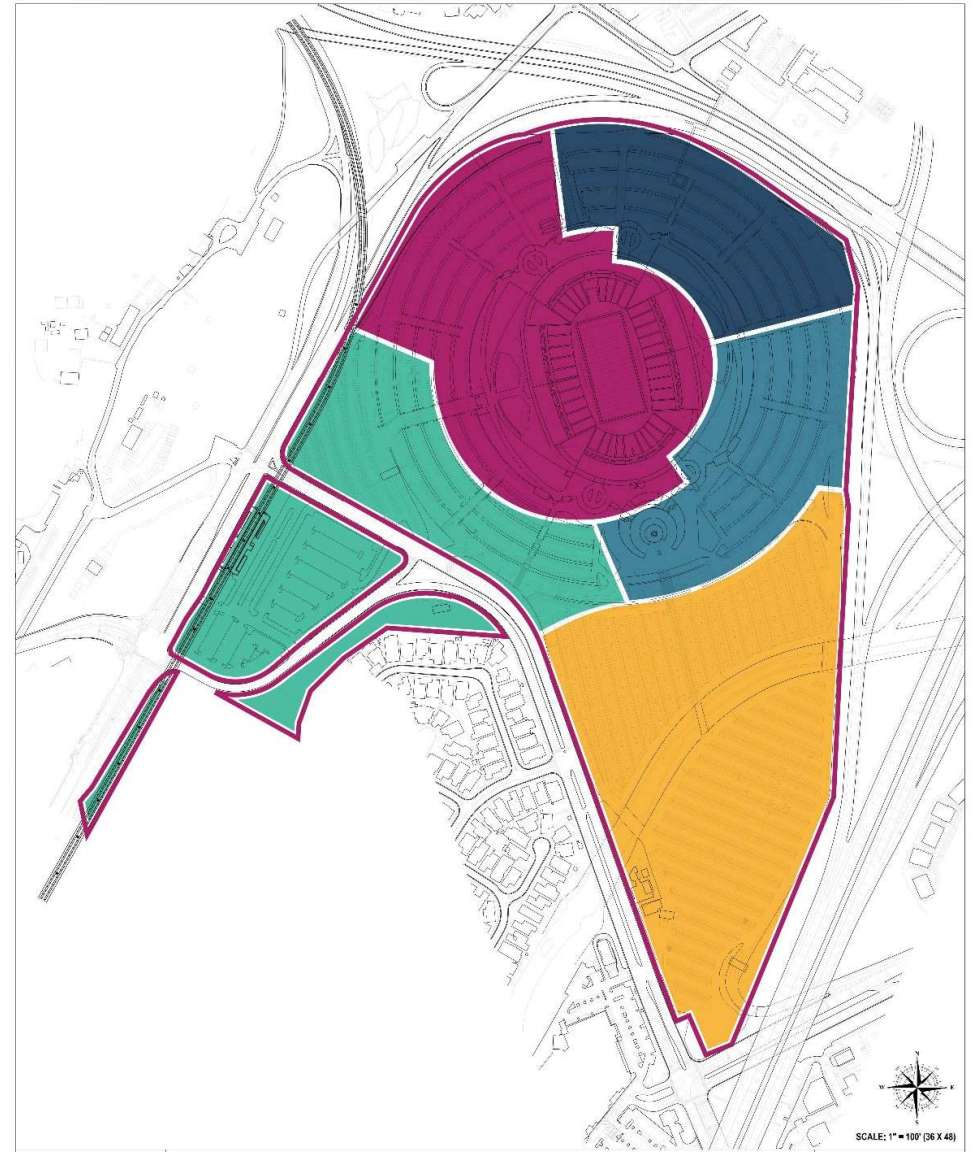
Developer

The **State** contracts via a master developer agreement and initial ground lease with one **entity** (presumably, a consortium) to perform the role of master developer of both the new Aloha Stadium and the Project site.

Project Site

The **State** expects to handover the entirety of the **NASED site** to the developer for development of the new Aloha Stadium and real estate.

The extent of the site to be handed over on a 'day one' basis is to be confirmed, and will be subject to the transition of the Aloha Stadium Swap Meet & Marketplace ("**Swap Meet**").



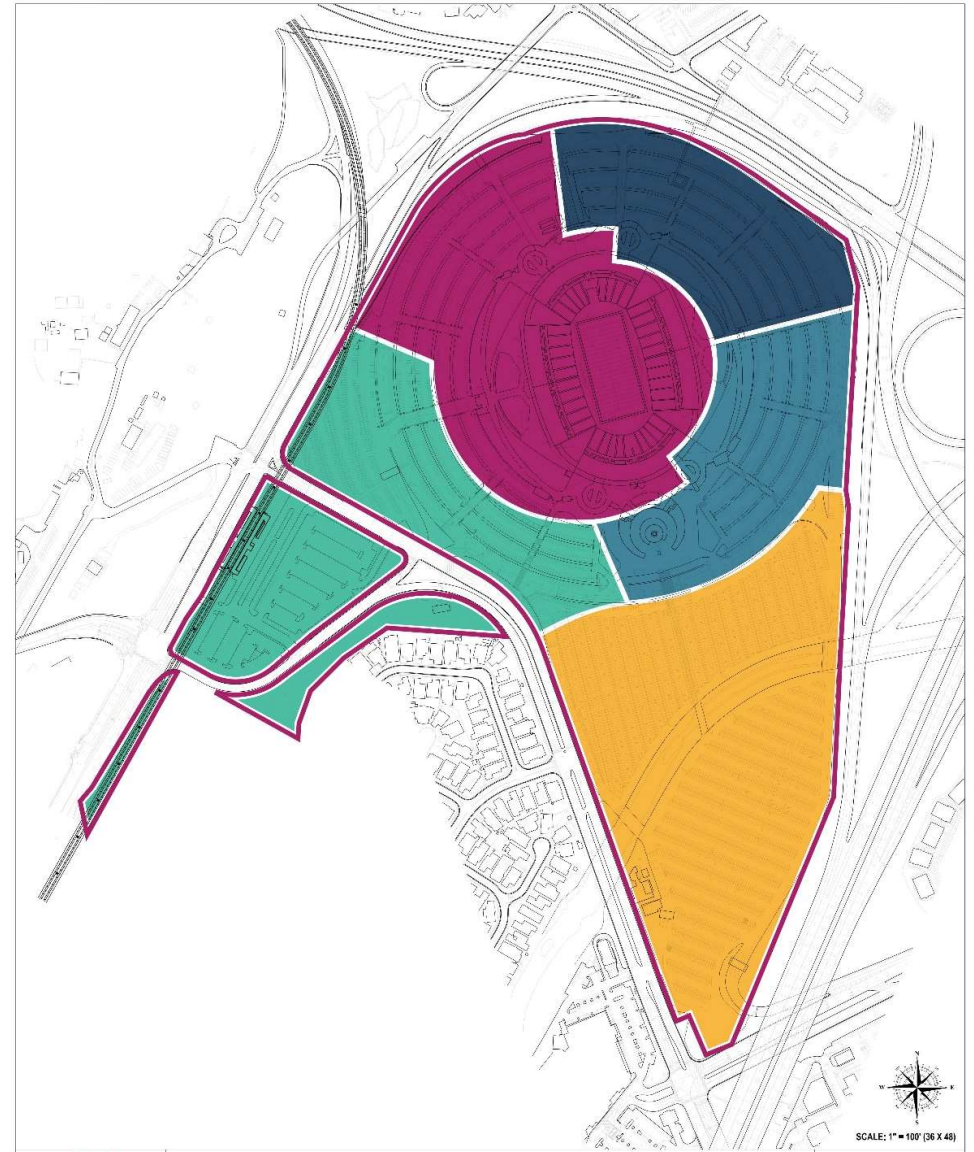
Term

A **99-year (maximum) ground lease** over the Project site, with the exception of the **new Aloha Stadium site**, which would be the subject of a **20 to 30 year 'operating phase' lease**.

Ownership

The **State will retain fee ownership of all land** within the Project site **and** the improvements that comprise **the new Aloha Stadium**.

During the term of the lease, the **developer will own all vertical improvements outside of the stadium demarcated area**, with ownership reverting to the State upon the expiration of the lease term.



Payment Mechanism

The **State will have no ongoing scheduled payment obligations to the developer** beyond the State's initial contribution for the stadium design and construction (e.g., no availability payments).

Instead, the **developer would use** some or all of the **ground rents normally payable to the State** from State-owned real estate developments on the Project site **to fund any construction shortfalls, stadium operating shortfalls, ongoing maintenance, and potentially any privately financed stadium capital costs.**

From the revenue generated by the Project, the State expects payments from the developer to fund its ongoing Stadium Authority team. Additionally, the State expects:

- ground rent revenue paid to the State shortly after the developer's liabilities regarding the stadium (e.g., developer financing and maintenance) are no longer applicable; and
- some form of revenue sharing arrangement for any material upside realized by the developer with respect to the Project.

The State may consider whether additional State payments could be made to the developer upon the occurrence of certain identified compensation events with respect to the new Aloha Stadium (examples to be discussed).

State Contribution

A specified amount (e.g., \$340 million), to be used for the demolition of the existing Aloha Stadium and towards the initial design and construction of the new Aloha Stadium.

The State contribution shall be paid as monthly progress payments for work performed, in accordance with a method similar to that used in privately financed investments (e.g., a % of private cash (for the stadium design and construction) in first and then prorated).

Developer Financing

In addition to providing the baseline stadium scope requirements (to be specified by the State), **the developer will be encouraged to supplement the baseline scope with additional stadium features to improve the quality, content, fan experience, and revenue generation; however, any such investments by the developer will require private financing and will not be reimbursed by the State.**

The developer will also be responsible for all new Aloha Stadium operation and maintenance costs during the ‘operating phase’ of the lease term, without additional State contributions. The operating portion of costs shall include payment on an ongoing annual basis of the Stadium Authority’s administrative staff and overheads.

The **State is open to, and encourages, the developer to propose alternative innovative solutions that support efficient financing of the broader Project**, including, for example, making use of the opportunity zone designation of the site, the establishment of a community facilities district, seeking federal financing (e.g., TIFIA), and any others.

Subject to certain commercially reasonable limitations, the developer will be permitted to pledge its leasehold interest in the areas of the Project outside the stadium demarcated area, including the vertical improvements thereon, as collateral to obtain and support private financing. In the event of a default by the developer on any private financing or innovative financing, the lender’s sole recourse is on the developer’s pledged asset.

Default and Termination

A critical component of the Project is that the State will require the stadium and real estate components of the Project to be cross-defaulted.

For example, failure to maintain the new Aloha Stadium to the prescribed standards may lead to default (after the expiration of applicable notice and cure periods for the developer and, if applicable, any affected lenders) which, in turn, could lead to the exercise of remedies by the State, including, among other remedies, the State performing the developer's obligations itself or with a third party at the developer's cost, or ultimately the termination of the overall agreement, including the real estate development.

Site Diligence

The State is considering undertaking certain site diligence (e.g., geotechnical, hazmat, subsurface utilities, etc.) for the stadium elements of the site and having the parties performing such diligence provide certain rights of reliance to the offerors and developers for these reports.

For the remainder of the Project site, the State expects that the preferred offeror, once selected, will have the opportunity to conduct site diligence during any discussion/negotiation period (i.e., prior to contract close).

Subject to reliance on previously performed site diligence as noted above, the Project site will otherwise be provided to the developer “as is.” The developer will be responsible for any demolition, including the demolition of the existing Aloha Stadium, and any required remediation.

The developer will also be responsible for infrastructure and utility upgrades to service the Project.

Scope and Program

Stadium: based off State approved design (e.g., concept/ schematic, approved at contract close), in line with State-developed technical requirements. The new Aloha Stadium will have a minimum of 25,000 seats and must accommodate, at a minimum, football, soccer, rugby, and concerts.

Real Estate: based off State approved master plan (initially approved at contract close), in line with State-developed technical requirements. Master plan may be amended in accordance with specified terms and conditions.

Initial Real Estate Program

The State is considering specifying the program of development for the initially developed parcel of the Project.

Currently, the site provides ~600 vehicle parking stalls to service the Honolulu Rail Hālawā Station. This quantity must be maintained at all times.

Construction Schedule

Stadium: based off State approved schedule (approved at contract close), with a committed completion date.

Real Estate: based off State approved schedule for the initial parcel (initially approved at contract close). Overarching construction schedule in master plan may be amended in accordance with specified terms and conditions. The State expects that initial elements of the real estate developments will be operational in time for the opening of the new Aloha Stadium.

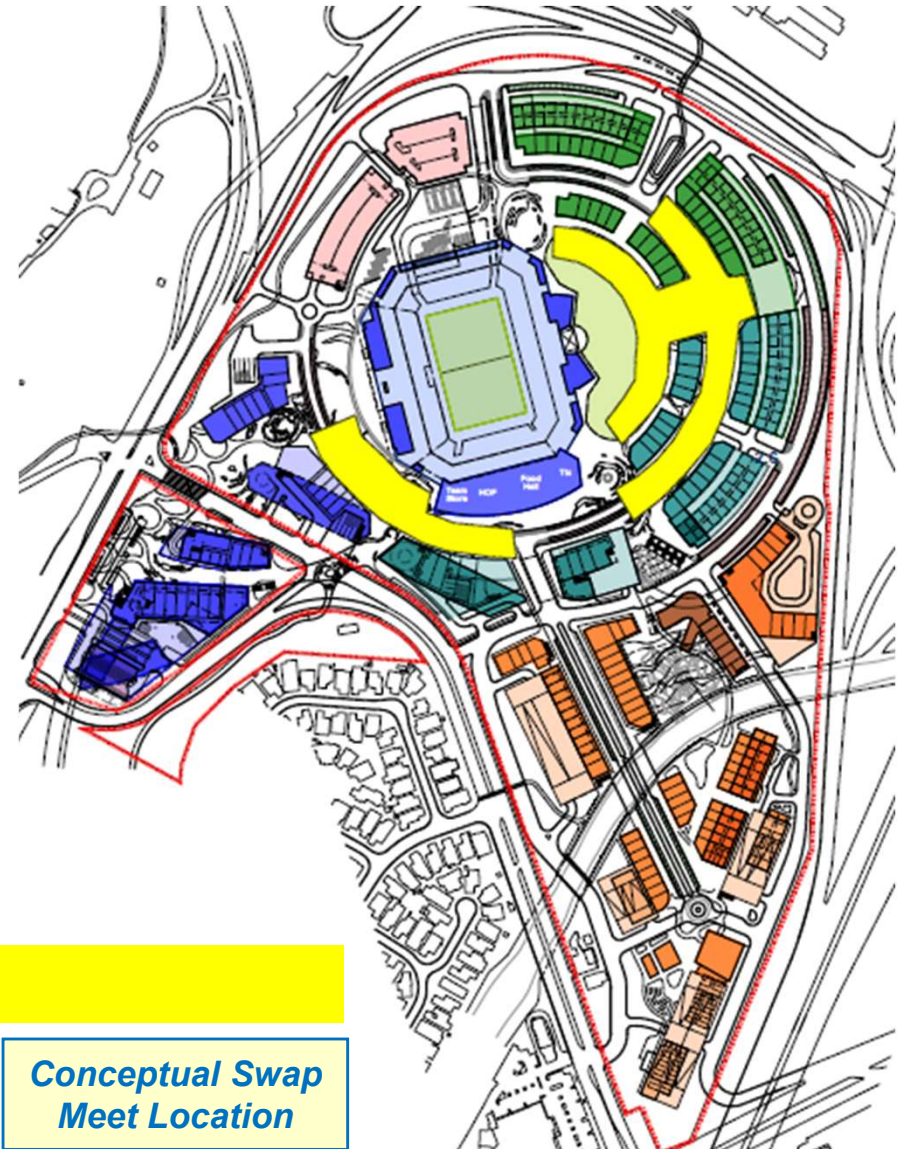
Operations

The developer will be responsible for operating and maintaining the new Aloha Stadium and public areas of the Project site, including providing for a site and continued operations of the Swap Meet.

This will include booking, scheduling, marketing, ticket sales, managing game day parking and traffic issues and providing regular operational and facility status reports for the Stadium Authority.

The State expects that the Stadium Authority will continue to manage the Swap Meet until an agreed point in time, likely aligning with (or just prior or post) the opening of the new Aloha Stadium.

The developer will have the right to retain revenues generated from the operation of the new Aloha Stadium and public areas of the Project site, including the Swap Meet (though the developer will only be entitled to Swap Meet revenues once it is managing the Swap Meet).



**Conceptual Swap
Meet Location**

Specified Use

The State will require certain license terms and conditions for specified users of the new Aloha Stadium (e.g., University of Hawaii football, scholastic sports, and possible other events) regarding scheduling, rent, revenue sharing and allowable cost reimbursement.

Maintenance

The developer will be responsible for maintaining the Project in accordance with certain specified commercially reasonable output-based standards, and shall be required to return the stadium to the State to a prescribed condition upon the expiration of the operating period.

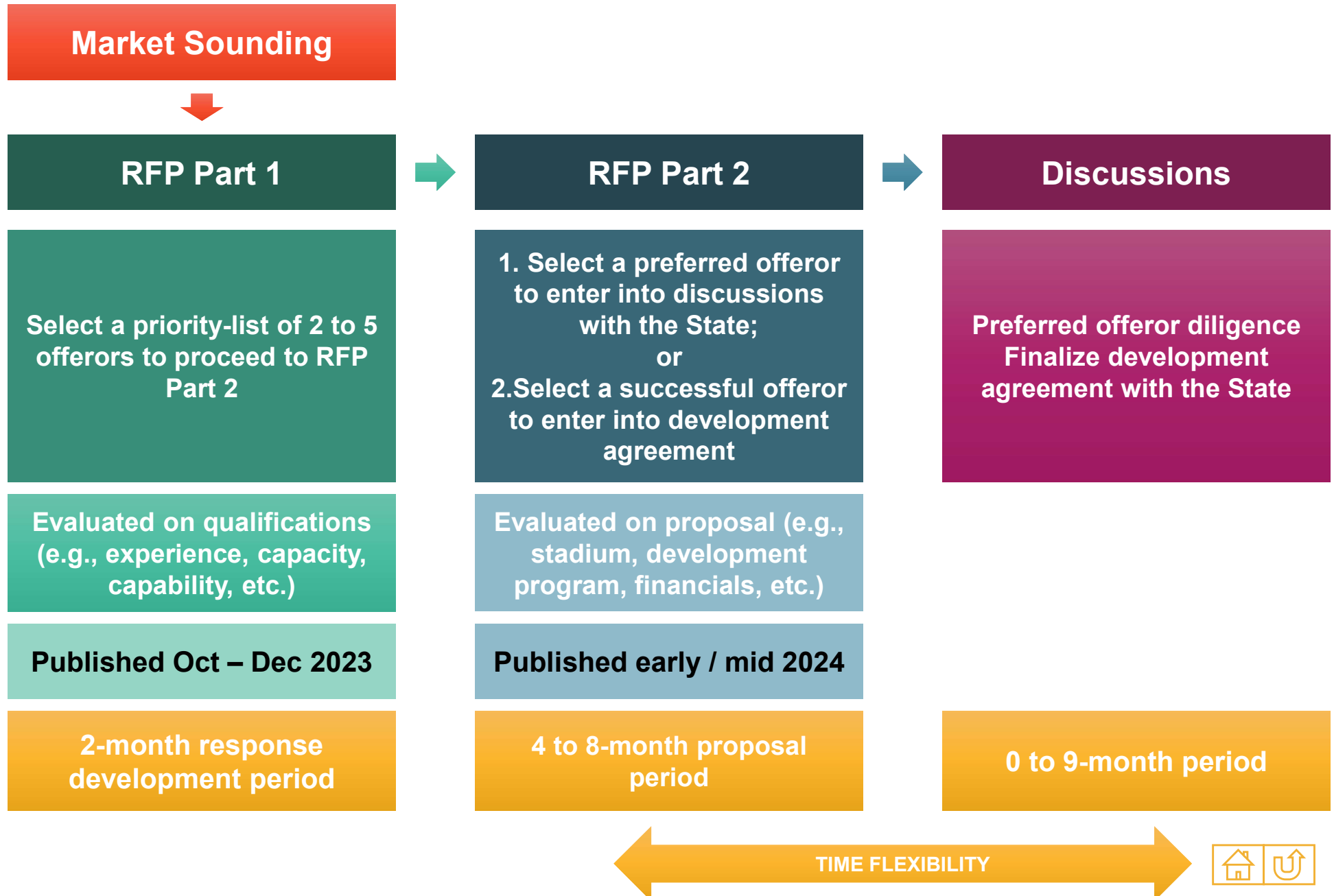
Performance Management

A prescribed performance management regime will be in place to ensure the day-to-day performance of the developer. This is expected to cover key focus areas for the State (e.g., reputational risk, safety, stakeholders and users, cleanliness, etc.) and is expected to require performance consistent with commercially reasonable standards.

The developer's performance will be measured against these standards, and failure to meet these would, after certain notice and cure periods, constitute a default under the agreement entitling the State to exercise its remedies (which may ultimately include termination).

9. CONTEMPLATED PROCUREMENT PROCESS

PROCUREMENT PROCESS



10. RFI QUESTIONS

- 1 Do you believe the proposed Project presents a compelling opportunity for private parties? Why or why not?
- 2 Do you have any comments on the State's objective to enhance the scope of the new Aloha Stadium by granting the developer the right to develop, operate, and retain revenues from the leasing and operation of the entirety of the adjacent NASED area, which revenues will be used to fund increased or enhanced stadium scope?
- 3 Do you have any comments on how to best structure the site diligence for the proposed Project?
- 4 Do you have any comments on how to best structure the procurement process for the proposed Project? How can the State best balance quick selection against incentive to "re-trade" scope or terms following preliminary award?
- 5 Do you have any comments on the proposed 20 to 30-year operating period for which the developer will be responsible for the operations and maintenance of the new Aloha Stadium?

Feedback provided under this RFI and the Market Sounding process may be used in a public facing Market Sounding report. RFI respondents and their individual responses will not be identified in any such report.

Please provide your thoughts regarding the cross-default provisions between the stadium and real estate components of the Project.

- 6 (a) Please provide prior project examples to support your response or opinion.
- (b) Please discuss your approach to raising real-estate financing with such a potential cross-default / termination provision.

- 7 Do you have any comments on leasehold condominiums proposed in the market study for the Project?

- 8 Do you have any comments on the State specifying the program of development for the initially developed parcel of the Project?

- 9 Please provide any other comments on the preliminary overview for the Project, including potential changes that would better deliver the State's goals and objectives.

- 10 As it stands now, would your firm be interested in participating in a procurement process for the Project?

Feedback provided under this RFI and the Market Sounding process may be used in a public facing Market Sounding report. RFI respondents and their individual responses will not be identified in any such report.

11. WEBINAR Q&A

NASED - Market Sounding

#	Question	Answer
1	Will infrastructure plans/requirements of the developer incorporate needs tied to Halawa Correctional Facility needs in order to increase capacity, given any future expansion needs to go through the NASED site?	The infrastructure plans / requirements are for the NASED site only and do not incorporate other developments within the wider Halawa area.
2	Will these studies and any revenue/cost modeling for both the stadium and the real estate development be made available to proponents?	The State is considering providing market studies to priority listed offerors (i.e., those shortlisted from RFP – Part 1 of the new procurement) <i>[Amended response to that provided in the webinar]</i>
3	Is the stadium required to be delivered first? If yes, how soon after will the real estate component be available to the private partner for development?	It is intended that the first phase of the real estate component will be delivered at the same time as the stadium component.
4	With construction costs on a steady annual increase, why wouldn't the State perform the remediation and demo of the stadium during the approximate one year of developer procurement process?	The expectation is that the developer will be required to recycle, reuse, and salvage as much of the stadium materials as possible prior to final disposal. This is best addressed by the new stadium developer.
5	Does the project have any sustainability goals and commitments?	Additional credit would be provided for proposals maximizing sustainability. This will be identified in the RFP – Part 2.
6	I didn't see any mention of lifecycle. Where does that fit in the payment mechanism?	Lifecycle maintenance and renewal works for the stadium will be the responsibility of the successful developer during the 'operating period.'
7	With the tight schedule to get the stadium built for UH's use, have the relevant city and/or state plan reviewing entities been apprised of the need for quick review.	Yes. The State is working closely with the [City and County of Honolulu] and looking at ways to streamline processes wherever possible.
8	Do we have to reply to RFI and register our name to bid for the project or to be part of consortium to bid?	No, responding to the RFI is not a requirement to be able to respond to RFP Part 1 and Part 2. We do encourage you to respond to provide your input in shaping this procurement.
9	Will the list of attendees for this market sounding be made available by NASED to assist with teaming?	The State will provide the attendee list (on an "opt-in" basis) along with the recording of the webinar available on the NASED project website) <i>[Amended response to that provided in the webinar]</i>

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