

# Leasing Update

MAKING A DIFFERENCE  
One Building at a Time



EXPERIENCE YOUR AMERICA

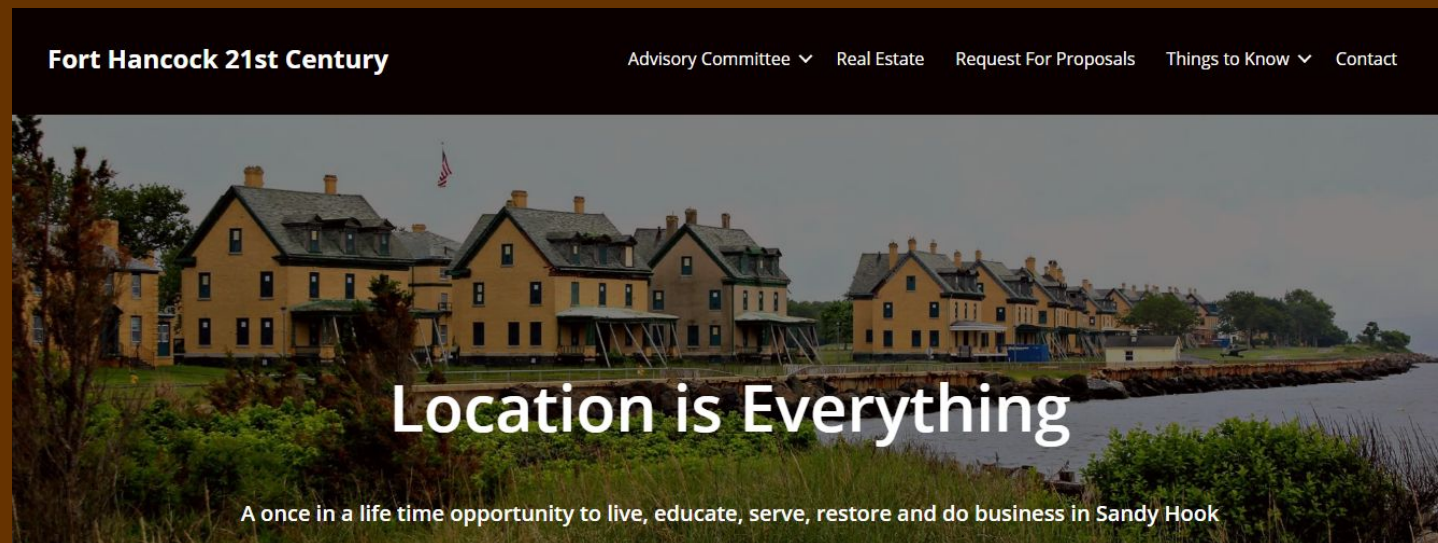
# FACA Website

## Top Website Referrals and Views

1.	Search Engines	1,417
2.	NPS.gov	548
3.	Facebook	125
4.	Sandy Hook Foundation	60
5.	Army Ground Forces	16

## Most Viewed Pages - 2018 YTD

1.	Real Estate	7,874
2.	Location is Everything	3,990
3.	Request for Proposal	1,459
4.	FAQ's	1,054
5.	Things to Know	541



### 2017

19,172 Views  
2,682 Visitors  
7.15 Views per Visitor

### 2018 YTD

17,986 Views  
2,470 Visitors  
7.28 Views per Visitor

# Leasing Activity

## 2018 Highlights Include:

- Approximately 45 first-time tours
- Over 100 hours of tours and leasing communications
- Additional BMD Staff leading tours
- Improved outreach via website. Most inquiries arrive by phone and email.



# Leasing Process Flowchart

(does not address post-execution Lease Management considerations)

## PHASE 1

### Leasing Determination

- RD approval in accordance with 36 CFR 18
- Compliance Review for federal action committed on a government asset
- Property Condition Assessment is completed
- Legal description and proposed land assignment is determined
- Gather Historic Structures Report, Environmental Report, and relevant property information

## PHASE 2

### Solicitation

- Determine Fair Market Value Rent through Market Study or Appraisal
- Create evaluation criteria identified in 36 CFR 18
- Publish Solicitation on FedBizOps, local newspapers, and other media
- Conduct tours and address frequently asked questions
- Collect proposals for review by Regional Office

## PHASE 3

### Letter of Intent

- Issue LOI for approved proposals
- Negotiate lease terms with LOI holder
- Review proposed plans throughout SD, DD, and CD design phases with dedicated NPS Project Review Team
- Receive SHPO concurrence
- Coordinate with local building department to obtain building permits

## PHASE 4

### Lease Execution

- Lessee and NPS fully execute lease
- Lessee begins construction and schedules inspections with local building department
- Lessee receives NPS Certificate of Occupancy upon completion of construction and final inspection approval

# Proposal Process

## 6 Steps to Lease a Piece of History



### Pick a Building

See 'Buildings Available.'



### RFP

Read and review 'Request for Proposals'.



### Rehabilitation Process

Carefully review 'Rehabilitation Process'.



### Things to Know

Taxes, FAQs, Permits, etc.



### Application

Fill out the 'Online Application.'



### Contact Us

Contact us for a tour.

## Getting to a Lease

# BUILDING 12 - Lieutenant's Quarters

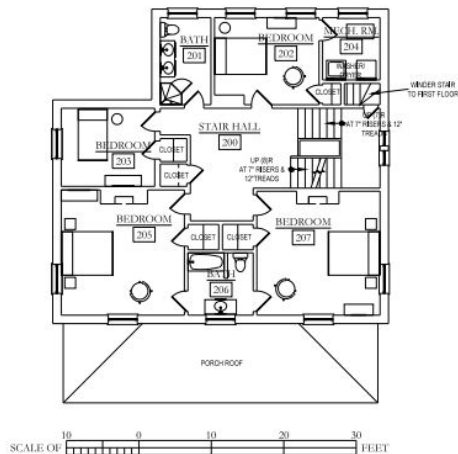
- CURRENT: Architect engaged to evaluate facility. LOI extended through October 31, 2018. Lease negotiations are on hold until project costs are verified by proposed Lessee's architect. A set of preliminary plans have been provided.



- NEXT: Roof deterioration considerations identified during due diligence period are under review. A set of preliminary plans have been provided.

# BUILDING 17 - Lieutenant's Quarters

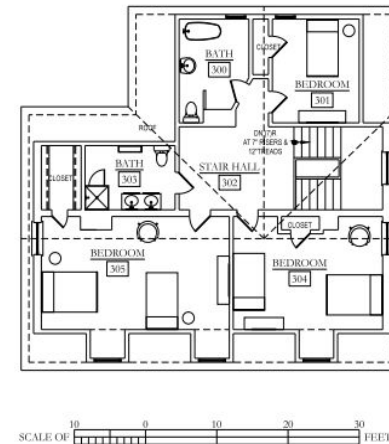
- CURRENT: DOI SOL approved lease. The final lease is with prospective Lessee for signature. LOI extended through October 31, 2018. Lease negotiations are on hold until project costs are verified by proposed Lessee's architect. Preliminary plans have been provided.



DRAWING E-7

REHABILITATION  
BUILDING NO. 17  
FORT HANCOCK, SANDY HOOK, NEW JERSEY  
MARK ALAN HEWITT  
*Architects*

PROPOSED SECOND  
FLOOR PLAN



DRAWING E-8

REHABILITATION  
BUILDING NO. 17  
FORT HANCOCK, SANDY HOOK, NEW JERSEY  
MARK ALAN HEWITT  
*Architects*

PROPOSED THIRD  
FLOOR PLAN

- NEXT: Historic architect is working with GATE DCRM to address questions pertaining to interior character defining features. Lessee's submission of complete plans will be based on assessment of costs identified in connection with direction from DCRM.

# BUILDINGS 23 & 56

- **CURRENT**: Terms of Agreements have been finalized. Design Development plans have been reviewed and comments issued by NPS. NPS will contribute \$500K to the project to stabilize the roof as part of the improvements planned by MAST.

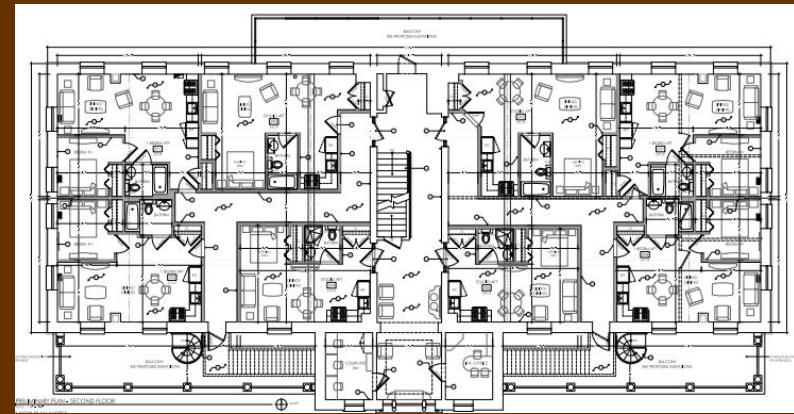


- **NEXT**: Monmouth County Vocational School District Board review and approval scheduled for 9/11/2018. Agreements require Board approval prior to signature. Final Construction Drawings pending.



# BUILDING 25 - Enlisted Soldiers Barracks

- CURRENT: LOI has been extended through October 31, 2018. Preliminary plans received. Lease is with NPS Solicitor for final approvals and will be issued for execution upon receipt of same.



- NEXT: Lessee submitted a second set of drawings to NPS for review and approval.

# BUILDING 24 - Enlisted Soldiers Barracks

- CURRENT: LOI has been extended through October 31, 2018. Once Building 25 has been approved, this lease can be executed by the proposed Lessee.



- NEXT: Terms and conditions of the Lease will mirror those for Building 25. This Lease will be issued for execution as soon as the Lease for building 25 is executed by the Lessee.

# BUILDING 36 - Mule Barn

- CURRENT: LOI has been extended through October 31, 2018. No plans have been submitted, however the prospective Lessee has indicated that plans have been developed. Note: two backup proposals received in September.



- NEXT: Lease negotiations are still required. Lessee must submit complete plans. Plans are expected before the expiration of the LOI.

# BUILDING 40 - YMCA/Gymnasium

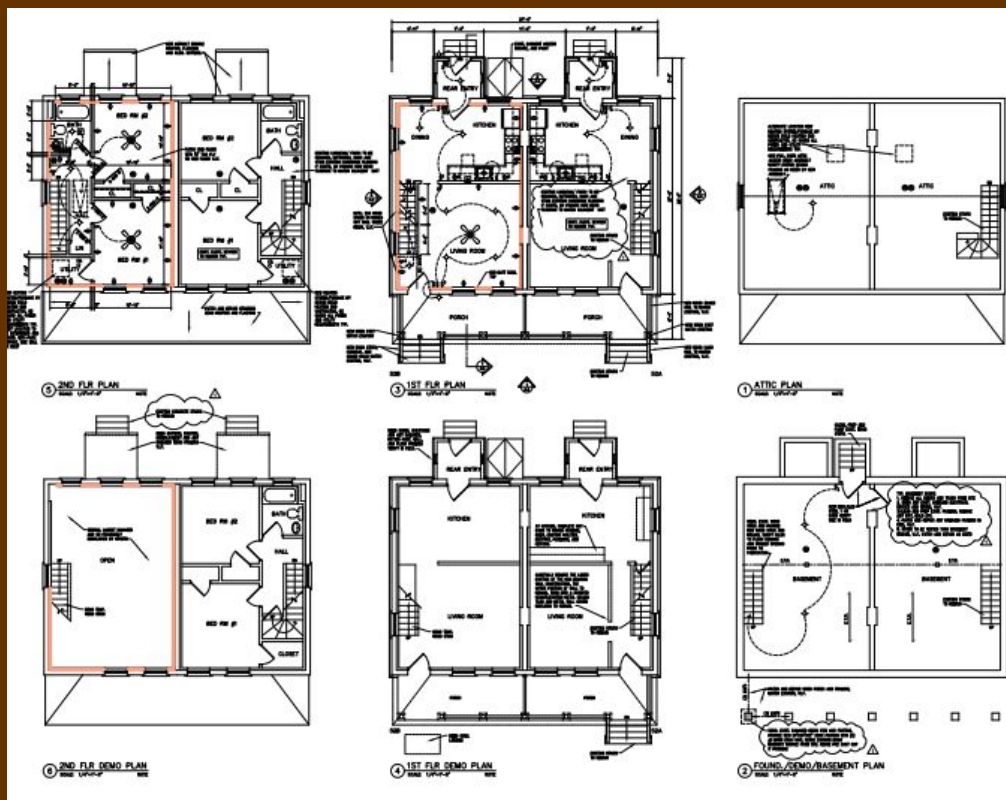
- CURRENT: LOI has been extended through October 31, 2018. This is behind 24 and 25 negotiations.



- NEXT: Final Fair Market Value Rent market study is required. Lease negotiations are still required. Lessee must submit complete plans.

# BUILDING 52 - Sergeant's Quarters (Duplex)

- CURRENT: Lease was signed by Lessee in May and LOI extended until October 31, 2018. Plans have been submitted to SHPO for review.



- NEXT: Lease may be fully executed once NPS approves complete plans.

# BUILDING 53 - Post Exchange

- CURRENT: Lease was executed by the Lessee on July 2018 and LOI extended until October 31, 2018. Preliminary drawings submitted. NPS and the prospective Lessee's new architect meet last week.



- NEXT: Lease may be fully executed once NPS approves complete plans. Preliminary plans have been submitted.

# BUILDING 60 - Gas Station

- CURRENT: LOI has been extended through October 31, 2018. Plans are in development. Lease terms and conditions under review.



- NEXT: Lease under negotiation. Lessee must submit complete plans.

# BUILDING 80 - Civilian Quarters

- CURRENT: Prospective Lessee put lease signature on hold until NPS determines use for Building 27. Schematic Drawings submitted to NPS. LOI has been extended through October 31, 2018.



- NEXT: Building 27 determination required before next steps.



# BUILDING 104

## Proving Ground Foreman's Quarters

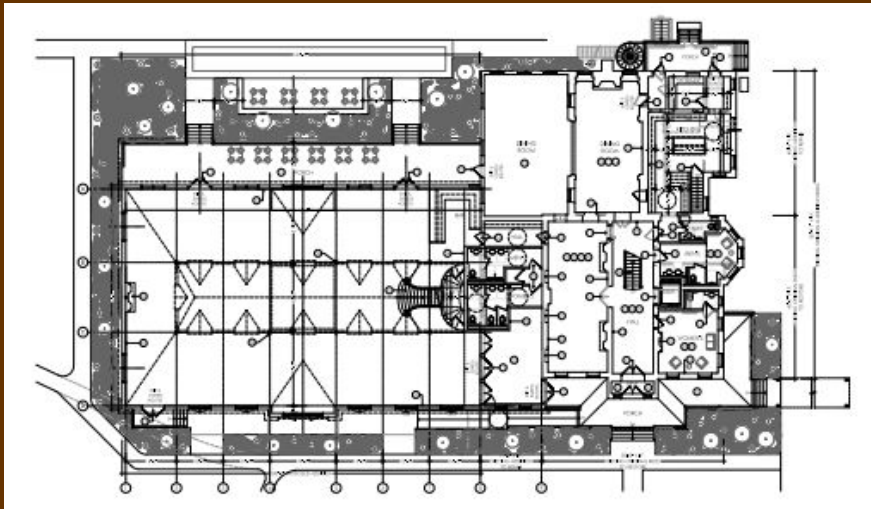
- CURRENT: LOI has been extended through October 31, 2018. Plans are in development. Plans released for SHPO review.



- NEXT: Lessee's attorney has approved the lease. Awaiting Lessee signature.

# BUILDING 114 - Officers Club

- CURRENT: LOI has been extended through October 31, 2018. Plans have been delivered for NPS review. Lease terms and conditions will be negotiated pending outcome of Building #25 Lease negotiations.



- NEXT: Final fair market value market study is need and then requires NPS approval. Final plans are needed.

# Current Interest and Back up Proposals

- Building 4 (New Roof)
  - Bed and Breakfast Use
  - Residential



- Building 36 (Currently under LOI with Dan Ferrise)
  - Micro Distillery and Food Use
  - Food and Beverage Use (36)

# Current Letters of Intent

Building	Offeror	Beginning	Current Expiration	# Extensions	Type of Use
FOHA-23, 56	MAST	12/1/2016	10/31/2018	N/A	Educational
FOHA-36, 52, 80	Dan Ferrise dba MB2Sandy, LLC	9/29/2017	10/31/2018	3	Food & Bev, Residential- Seasonal Rental
FOHA-24, 25, 40, 114	Scott Heagney, GPI Builders & Engineers	9/8/2017	10/31/2018	3	Residential Apartments, Food and Beverage, Event Venue
FOHA-17	David & Veronica Vezeris	11/7/2017	10/31/2018	3	Residential
FOHA-12	Maya and Vishnu Subramanin/Lotus Suites	10/11/2017	10/31/2018	3	Residential
FOHA-60	Christina and Brian Vallee	8/11/2017	10/31/2018	3	Food & Bev
FOHA-53	Bernard Sheridan	8/29/2017	10/31/2018	3	General Store
FOHA-104	H. Tom Jones	2/15/2018	10/31/2018	1	Residential

# RECAP Expired Letters of Intent & Lease Negotiations

## EXPIRED LETTERS OF INTENT

BUILDING	DESCRIPTION	NAME	LOI ISSUED	COMMENTS
FOHA-17	Lieutenants Quarters	M2BSandy, LLC	2/26/2017	LOI withdrawn.
FOHA-33, 36, 52, 60, 80	Bakery, Mule Barn, Sergeants Quarters, Gas Station, Civilian Officers Quarters	Joe Kachinsky	11/16/2016	LOI withdrawn.
FOHA-27	Bachelor Officers Quarters	Affordable Housing Alliance	1/1/2017	Expired (lack of funding).

## EXPIRED LEASE NEGOTIATIONS

BUILDING	DESCRIPTION	NAME	LOI ISSUED	COMMENTS
FOHA-17	Lieutenants Quarters	Dr. Levine	N/A	Wanted to limit financial exposure due to historic upkeep and overall costs.
FOHA-12	Commanders Quarters	Mr. Masters	N/A	Withdrew interest.
FOHA-57	Mess Hall	SOBA Living	N/A	Non-responsive. Never re-submitted a proposal.

# Questions



National Park Service  
U.S. Department of the Interior