




Full-Service Transportation Facilities Development


- » Design, Construction and Construction Management
 - » Financing
 - » Acquisition
 - » Leasing
 - » Facilities Management
 - » Marketing
 - » Consulting
-

A person is silhouetted against a bright background, working on a large aircraft engine. The scene is set in a hangar with a complex metal structure overhead. The lighting is dramatic, with the person and engine in shadow and the background brightly lit.

Building Your Operation... From the **Ground Up.**

The transportation industry becomes more complex every day. Yet one thing remains constant: companies committed to moving people, cargo and freight must maintain a careful balance between the need to provide a professional environment for their customers and the need to turn a profit.

**Having the right facilities
is often the best place
to start.**

The image shows the interior of a large, modern facility, likely a transportation hub or industrial building. The most prominent feature is the intricate steel truss roof structure, which is illuminated from below, creating a dramatic play of light and shadow. The floor is highly reflective, mirroring the ceiling and the light coming from the large glass windows on the left. The overall color palette is dominated by deep blues and greys, giving it a sleek, industrial feel. The text is positioned in the upper right quadrant, providing a message about the importance of well-maintained facilities in the transportation industry.

If you provide transportation services for people, cargo, or freight, you know the importance of having the right facilities in the right location. In fact, well-positioned and maintained facilities can strengthen your customer relationships and, at the same time, improve your bottom line. Quite simply, improving facilities often leads to increased profitability.

That's where AFCO can play a valuable role. We have first-hand experience acquiring existing facilities, building new facilities, and managing both. These projects typically feature multiple challenges, such as project structuring, securing financing, managing design and construction, negotiating leases, marketing and more.

We do it all—and, as our record of steady growth attests, we do it well.

AFCO: Broad in Capabilities Deep in Experience

At AFCO, we are dedicated to acquiring and building facilities that are operationally-efficient, cost-effective and easily expandable.

We begin by meeting with you to understand your business and operations and work with you to plan the required facility and select the site. We then engage and guide the architects, engineers, and contractors through the design and construction process, all of which is backed by smart and creative financing. In short, we manage the entire process to ensure you get exactly the facilities you need.

Specific services include:

- » **Design** of highly affordable facilities that can be readily adapted as your needs change.
- » **Construction** performed on-time and on-budget by a team of knowledgeable and experienced professionals.
- » **Financing** through customized solutions, including equity, commercial debt, tax-exempt and taxable bonds.

- » **Facilities Management** to optimize the effectiveness of the facilities for your operations.
- » **Marketing** targeted to your specific needs through market analysis, advertising and leveraging extensive industry-wide relationships.
- » **Consultation** on all aspects of property and facilities development and management.

The Industry Leader: AFCO

AFCO's founders and their partners began serving clients in 1987, and quickly became the leader in the development of on-airport cargo facilities.

Today, our services include the development, design, financing, leasing, marketing and management of airports, terminals, cargo, maintenance and other support facilities, fixed-base and general aviation facilities, cross-dock facilities, aircraft aprons, parking facilities and other transportation infrastructure. We have grown and changed with the industry, but we have never lost sight of our mission: to provide the very best in facilities development and management for companies in the business of moving passengers, cargo, or freight.

» **Responsive Leasing and Facilities Management.**

Our facilities team has decades of experience in negotiating mutually-agreeable leases that meet our customers' financial and space requirements, and also accommodate any future changes in the size and type of space required. We have had great success in tailoring commitments for a wide variety of entities, including airports, airlines, freight forwarders, freight handlers and government agencies.

Our success is due to a smart balance of competitive lease rates and a reputation for outstanding facilities maintenance. Our facilities representatives are always on-call to handle routine needs, and we have a wide range of on-site managers and contractors to handle any emergency.

» **An Experienced Design/Construction Team.**

With our extensive knowledge of transportation facility requirements, we're able to plan each project for maximum effectiveness. By assembling and maintaining a team of experienced architectural, engineering and general contracting professionals, we can readily adapt our facilities to meet changing market demands and customer needs. In many situations, we have also served as an extension of our customers' own staff.

» **AFCO Means Financing Firepower.**

Our primary goal is to find the financing solution that works best for you. We can arrange financing through any number of sources — including banks and insurance company loans, mortgage-securitized loans, taxable and tax-exempt bonds and private equity. Where the situation merits, we can also play a unique and vital role as the sole funding partner for a specific project.

Whichever financing method is selected, our goal is to free your capital so you can use it for your core business purposes.

We have a proven track record of successful facilities and satisfied clients who know they can count on our expertise to get the project done right.





Growing to Meet Changing Markets

As one of the nation's leading developers and managers of airport facilities, AFCO has arranged for hundreds of millions of dollars in aggregate project financing. We are currently developing or operating millions of square feet of airport properties. In addition, we are expanding into new and exciting areas, both in the United States and abroad, including:

- » Airport Acquisition and Development
- » FBO, Airport Hangar and Maintenance Facilities
- » Air Traffic Control Towers
- » Parking Facilities
- » Distribution and Support Facilities
- » Seaport Infrastructure

AFCO, having established its reputation working on and around airports, is now moving confidently into other types of transportation-related facility design, construction and management.

» **Targeted Marketing Services.**

AFCO's approach to providing marketing support to our customers is thorough and effective. At airports, for example, our marketing program can include evaluating the current market area, meeting with airport representatives to determine the tenant mix they desire and recommending suitable tenants, and meeting with current and potential tenants to determine whether their space requirements can best be served on or off the airport. When a new facility is being developed, we conduct extensive marketing to potential tenants well before the ground lease is finalized, so customers can move into the facility as soon as it is ready for occupancy.

» **Expanding into Seaports.**

Through our wholly-owned maritime development division, AFCO Global Ports, LLC, we provide comprehensive development of seaport freight facilities, warehousing and related infrastructure, with smart leasing arrangements for port authorities and related tenants. We bring a strategic approach to the table — backed by years of experience in building and maintaining facilities for some of the world's most profitable and demanding tenants.

» **Consulting Based on Experience and Results.**

Now in our second decade as a full-service developer and manager of transportation facilities, our extensive knowledge of financing, construction, marketing and facilities management makes us uniquely qualified to provide consulting services to airports and other transportation entities. We can objectively and professionally assist clients in determining the economic feasibility of any future facilities they may be considering.

Whether for Land, Sea or Air... AFCO Delivers Projects On Time & On Budget.

We know how much is at stake for the owners and users of major transportation facilities.

Whether you answer to elected officials, stockholders, investors, tenants or a combination, there are many challenges you face. AFCO offers a complete range of services related to transportation facilities development and management to help you meet those challenges.

We are eager to speak with you about how AFCO can help you improve the return on your facilities and real estate assets.

Please call us to learn more.

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