

**Chair**  
Tania Harrison

**Vice Chair**  
Mark Hall

**Commissioners**  
Chris Bolin  
Sarah Trumblee  
Kris Ranney  
Gail Foode  
Sean Den Adel

**City Planner**  
Amanda Hadley  
Coward

**PLANNING COMMISSION WORK SESSION**  
**Tuesday April 29, 2025, AT 6:30 PM**  
**CORDOVA CENTER COMMUNITY EDUCATION ROOM**

**AGENDA**

- 1. CALL TO ORDER**
- 2. ROLL CALL**

Chair Tania Harrison, Vice Chair Mark Hall, Commissioners Chris Bolin, Sarah Trumblee, Kris Ranney, Gail Foode, and Sean Den Adel

**3. NEW BUSINESS**

- a. SAMPLE Notice & Request for Proposals.....Page 1
- b. SAMPLE Notice & Request for Proposals.....Page 2
- c. SAMPLE Proposals Lot X, Block X, Central Business District.....Page 55
- d. SAMPLE Proposals Lot X, Block X, Tidewater Development Park.....Page 71
- e. SAMPLE Planning Commission Scoring Criteria.....Page 89

**4. ADJOURNMENT**

**DISCLAIMER:**

**\*THIS WORK SESSION IS A SIMULATION WITH FICTIOUS PROPOSALS MADE FOR PLANNING COMMISSION PRACTICE ONLY\***

**You may submit written public comments via email to [planning@cityofcordova.net](mailto:planning@cityofcordova.net), mail comments to City of Cordova, PO Box 1210, Cordova, AK 99574, or delivered to City Hall directly. Written public comments must be received by 4:00 p.m. on the day of the meeting.**

DATE

# NOTICE OF LAND DISPOSAL AND REQUEST FOR PROPOSALS

## Request for Proposals (RFP) for Lot X, Block X, SAMPLE SITE

The City of Cordova (the “City”) is considering disposing of through either a Lease with Option to Purchase or directly selling Lot X, Block X, SAMPLE SITE (the “Property”). The Property is X,000 square feet and zoned SAMPLE ZONING DISTRICT. In addition, please note that this property is sold in an As-Is condition.

**Proposals are due ON PRETEND DATE, 2025, at 5 PM.** Proposals received after DATE, at 5 PM will not be considered.

The RFP can be found on the Public Notice page of the city website or can be picked up at City Hall.



## **Request for Proposals (RFP) for Lot X, Block X, SAMPLE**

The City of Cordova (the “City”) is considering disposing of through either a Lease with Option to Purchase or directly selling Lot X, Block X, SAMPLE SITE (the “Property”). The Property is X,000 square feet and zoned SAMPLE ZONING DISTRICT.

**Proposals are due DATE, at 5 PM.** Proposals received after DATE, at 5 PM will not be considered.

### **INFORMATION TO PROPOSERS**

The fair market value of the Property as determined by the appraisal is **\$XXX,000.00** and shall be the **minimum price** that the City is willing to accept for the Property. If the successful proposal amount is greater than the minimum price, the winning proposal amount shall be the amount paid.

All proposals shall include a deposit of **\$2,500.00**. In the event that a proposer is not awarded the Property, the City will reimburse the deposit to the proposer. The deposit from the winning proposer will be credited towards the costs associated with the disposal, even if the disposal is not completed. In the event the successful proposer subsequently withdraws or otherwise abandons its proposal, the City will retain the proposer’s entire deposit.

The proposer shall be responsible for all fees and costs the City incurs in connection with the disposal, including without limitation costs of advertising the RFP, appraisal fees, title report fees, attorney’s fees and costs, surveying and platting fees and costs, closing costs and escrow fees as per Cordova Municipal Code (“CMC”) 7.40.

Proposers must comply with all applicable zoning requirements including the provisions of the attached chapter of City Code for the **SAMPLE ZONING DISTRICT (SZD)**. Please see CMC 18 for a full list of restrictions related to the SAMPLE ZONING DISTRICT.

The attached draft lease with option to purchase OR draft purchase and sale agreement are examples of what will be negotiated with the proposer that is awarded the Property. The attached agreement is for informational purposes only. The City reserves the right to include new or additional terms, remove terms, or modify any terms contained in the draft agreement.

The City may issue addenda to this RFP. Addenda will be posted on the City Webpage with this RFP. **It is the responsibility of the proposer to ensure receipt of all addenda.**

The City will consider all proposals for the Property subject to any applicable laws and regulations, including CMC Chapter 7.40.

The Planning Commission will review all submitted proposals. The Planning Commission will then make a recommendation to the City Council. The City Council reserves the right to reject any proposal, part of any proposal, or all proposals. The City Council may accept and negotiate with any proposer deemed most advantageous to the City of Cordova. The City Council will determine if the winning proposal will be a lease with option to purchase or purchase and sale agreement based on the winning proposals merits.

The City is disposing of the Property **AS-IS** and in its present condition, without any representations or warranties whatsoever, whether express, implied, or statutory, and subject to any liens and encumbrances of record. It is the responsibility of the proposer to understand all conditions of the Property.

For additional information or questions about the land disposal process, contact the City Planning Department at 424-6224, [planning@cityofcordova.net](mailto:planning@cityofcordova.net) or stop by in person.

**ADDITIONAL REQUIRED INFORMATION:**

**Cordova Land Disposal Proposal Criteria (For Public Use)**

**Purpose**

This is designed to help the public understand and apply the criteria used to evaluate land disposal projects in Cordova. The applicant will develop a detailed project proposal, supported by documents, to demonstrate how their project aligns with the city’s goals and values. The attached rubric will be used to assess their proposal.

**Grading Rubric**

The attached grading rubric will be used to evaluate your project. Please ensure your proposal addresses all categories and includes the required deliverables as outlined above.

<b>Category</b>	<b>Criteria</b>	<b>Max Points</b>
1. Alignment with the Comprehensive Plan	Supports Cordova’s goals and aligns with specific strategies	20
2. Community Benefits	Improves quality of life, enhances architectural character, and incorporates community input	20
3. Economic Development	Creates jobs, provides financial benefits, and includes a business plan	20
4. Environmental Stewardship	Includes eco-friendly practices and promotes sustainability	10
5. Proposer’s Experience	Demonstrates track record and local knowledge	10
6. Feasibility and Risk Management	Provides realistic timeline and risk mitigation strategies	10
7. Compliance with Local Laws	Adheres to land disposal and zoning regulations	20
<b>Total</b>		<b>120</b>

**Final Submission: Your completed proposal and supporting documents are to be receive by the due date. Late submissions will not be accepted.**

## Assignment Overview

You are creating a detailed project proposal for land development in Cordova. Your proposal must address the following categories:

### 1. Alignment with the Cordova Comprehensive Plan (20 points)

- Describe how your project supports Cordova's goals for economic growth, sustainability, and cultural preservation. Provide specific examples. (12 pts)
- Explain how your project aligns with strategies for housing, public spaces, or business development as outlined in the Comprehensive Plan. (8 pts)

#### Deliverables:

- A written description explaining the project's alignment with the Comprehensive Plan.
- Supporting documents or visuals (e.g., maps, renderings).

### 2. Community Benefits (20 points)

- Explain how your project improves the quality of life for Cordova residents, including access to housing, parks, or public spaces. (10 pts)
- Describe how your project enhances the architectural character of the community. (5 pts)
- Provide evidence of community engagement, such as surveys, public input sessions, or testimonials. (5 pts)

#### Deliverables:

- A written explanation of community benefits.
- Documentation of community engagement activities (e.g., concept designs, meeting notes, survey results, community support letters).

### 3. Economic Development (20 points)

- Detail how your project creates jobs (excluding owner(s)), supports local businesses, or attracts investment opportunities. (10 pts)
- Provide an estimated monetary value of the completed project and its long-term financial benefits for Cordova (e.g., increased tax revenue, reduced city costs). (5 pts)
- Include a comprehensive business plan that outlines funding sources and financial projections. (5 pts)

#### Deliverables:

- A business plan with financial details.
- Supporting documents (e.g., spreadsheets, charts).

### 4. Environmental Stewardship (10 points)

- Outline the eco-friendly practices included in your project and how they comply with environmental regulations and explain how the project promotes long-term sustainability and resilience. (10 pts)

#### Deliverables:

- A sustainability report.
- Evidence of how you will comply with environmental standards (e.g., certifications you will obtain, or detailed processes you will comply with).

### 5. Proposer's Experience (10 points)

- Highlight your track record with successful projects. (similar projects preferred) (5 pts)
- Demonstrate your understanding of Cordova’s community and partnerships with local stakeholders. (5 pts)

**Deliverables:**

- A professional portfolio showcasing past projects.
- Letters of support or partnership agreements.

**6. Feasibility and Risk Management (10 points)**

- Provide a realistic project timeline with milestones. (5 pts)
- Identify (5) five potential risks and propose mitigation strategies. (5 pts)

**Deliverables:**

- A detailed project timeline.
- A risk management plan.

**7. Compliance with Local Laws and Ordinances (20 points)**

- Demonstrate how your project complies with Cordova’s land disposal and zoning regulations. (5 pts)

**Deliverables:**

- References to relevant laws or ordinances. [CMC 7.40 Land Disposal](#) and [CMC Title 18 Zoning](#).
- Site Development Plan (see Attachment D for reference) showing building type, how you will meet the setback requirements, height limit/stories, parking, access to lot, all requirements of the zoning code in that district, etc. (15pts)

**ATTACHMENTS**

**Attachment A:** Criteria Used When Evaluating Each Submitted Proposal

**Attachment B:** Plat of SAMPLE SITE

**Attachment C:** Location Map Showing the Subject Property

**Attachment D:** Sample Site Plan

**Attachment E:** Cordova Municipal Code 18 – SAMPLE ZOINGING DISTRICT

**Attachment F:** Sample Purchase and Sale Agreement

**Attachment G:** Sample Lease with Option to Purchase Agreement

**SEALED PROPOSAL FORM**

**All proposals must be received by the Planning Department by DATE, at 5 PM.**

Property: Lot X, Block X, SAMPLE SITE

Name of Proposer: \_\_\_\_\_

Name of Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Phone #: \_\_\_\_\_

\_\_\_\_\_

Email: \_\_\_\_\_

\_\_\_\_\_

Proposed Price \$ \_\_\_\_\_

**SUBMITTAL OF PROPOSAL**

**Please email proposals to [planning@cityofcordova.net](mailto:planning@cityofcordova.net). The email subject line shall be “Proposal for Lot X, Block X, SAMPLE SITE,” and the proposal shall be attached to the email as a PDF file.**

**Or mail proposals to:**           City of Cordova  
  Attn: Planning Department  
  P.O. Box 1210  
  Cordova, Alaska 99574

**Or deliver your proposal to the front desk at City Hall.**

**Proposals received after DATE, at 5PM will not be considered.**

SAMPLE

Attachment A:  
Criteria Used When the Planning Commission is  
Evaluating Each Submitted Proposal

# Uniform Scoring Criteria for Project Proposals in Cordova

## Purpose

This scoring framework ensures fair, unbiased evaluation of project proposals, aligning with Cordova’s community goals as outlined in the [Comprehensive Plan](#), [Municipal Code](#), and the original RFP criteria. The system provides clear standards to prioritize projects that best support Cordova’s vision and values.

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## Scoring Guide

- Each section is assigned a maximum number of points, with evaluators scoring based on the standards defined above.
  - Total possible points: **120**.
  - To ensure fairness and transparency, evaluators should provide written justification for each score awarded, referencing specific criteria and evidence from the proposal.
- 

## Final Evaluation

- Proposals with the highest total scores will be prioritized, ensuring that the selected project aligns with Cordova’s goals and provides maximum benefit to the community.
  - Tie-breaking mechanism: In the event of a tie, proposals with higher scores in “Alignment with Comprehensive Plan Goals” and “Public Benefit and Community Impact” will take precedence.
- 

This updated scoring framework ensures that all project proposals are evaluated for compliance with the [Cordova Municipal Code](#), particularly concerning land disposal processes and zoning regulations, thereby aligning with the city's legal and community standards.

## Scoring Framework in Table Format

Criteria	Description	Points
<b>1. Alignment with Comprehensive Plan Goals</b>		<b>25</b>
- Consistency with Vision and Goals	Does the project support the vision and goals outlined in the Comprehensive Plan? Examples: economic growth, sustainability, and cultural preservation.	<b>15</b>
- Support for Key Strategies	Does the project align with specific strategies and actions identified in the Comprehensive Plan?	<b>10</b>
<b>2. Public Benefit and Community Impact</b>		<b>20</b>

<b>Criteria</b>	<b>Description</b>	<b>Points</b>
- Enhancement of Quality of Life	How does the project improve residents' daily lives (e.g., recreation, housing, public spaces)?	10
- Enhanced Design	Does the project promote enhanced architectural design for community members?	5
- Community Engagement	Was community input sought and incorporated into the proposal?	5
<b>3. Economic Development and Financial Viability</b>		<b>20</b>
- Economic Growth	Does the project directly create jobs, stimulate local business, or attract investment? (Included business plan is preferred)	10
- Financial Feasibility	What are the projects estimated monetary value once completed?	5
- Economic Benefit to City	Will the project generate long-term financial benefits (e.g., increased tax revenue, reduced city costs)?	5
<b>4. Sustainability and Environmental Stewardship</b>		<b>15</b>
- Environmental Impact	Does the project prioritize environmental sustainability and compliance with regulations?	10
- Long-Term Viability	Will the project have sustainable benefits and be resilient to future challenges?	5
<b>5. Proposer Qualifications and Experience</b>		<b>10</b>
- Track Record	Does the proposer have a history of successful, similar projects?	5
- Local Knowledge and Partnerships	Does the proposer demonstrate an understanding of Cordova's community and collaborate with local stakeholders?	5
<b>6. Implementation Plan and Risk Management</b>		<b>10</b>
- Feasibility and Timeline	Is the proposed timeline realistic and achievable?	5
- Risk Identification and Mitigation	Are potential risks identified with clear mitigation strategies?	5
<b>7. Adherence to Municipal Code and Legal Compliance</b>		<b>10</b>
- Compliance with Land Disposal Process	Does the project adhere to the requirements in <a href="#">Cordova Municipal Code Chapter 7.40</a>	5
- Zoning and Land Use Regulations	Does the project comply with all relevant zoning and land use regulations as outlined in the <a href="#">Municipal Code Title 18 Zoning</a>	5

Attachment B:  
Plat of SAMPLE SITE

SAMPLE



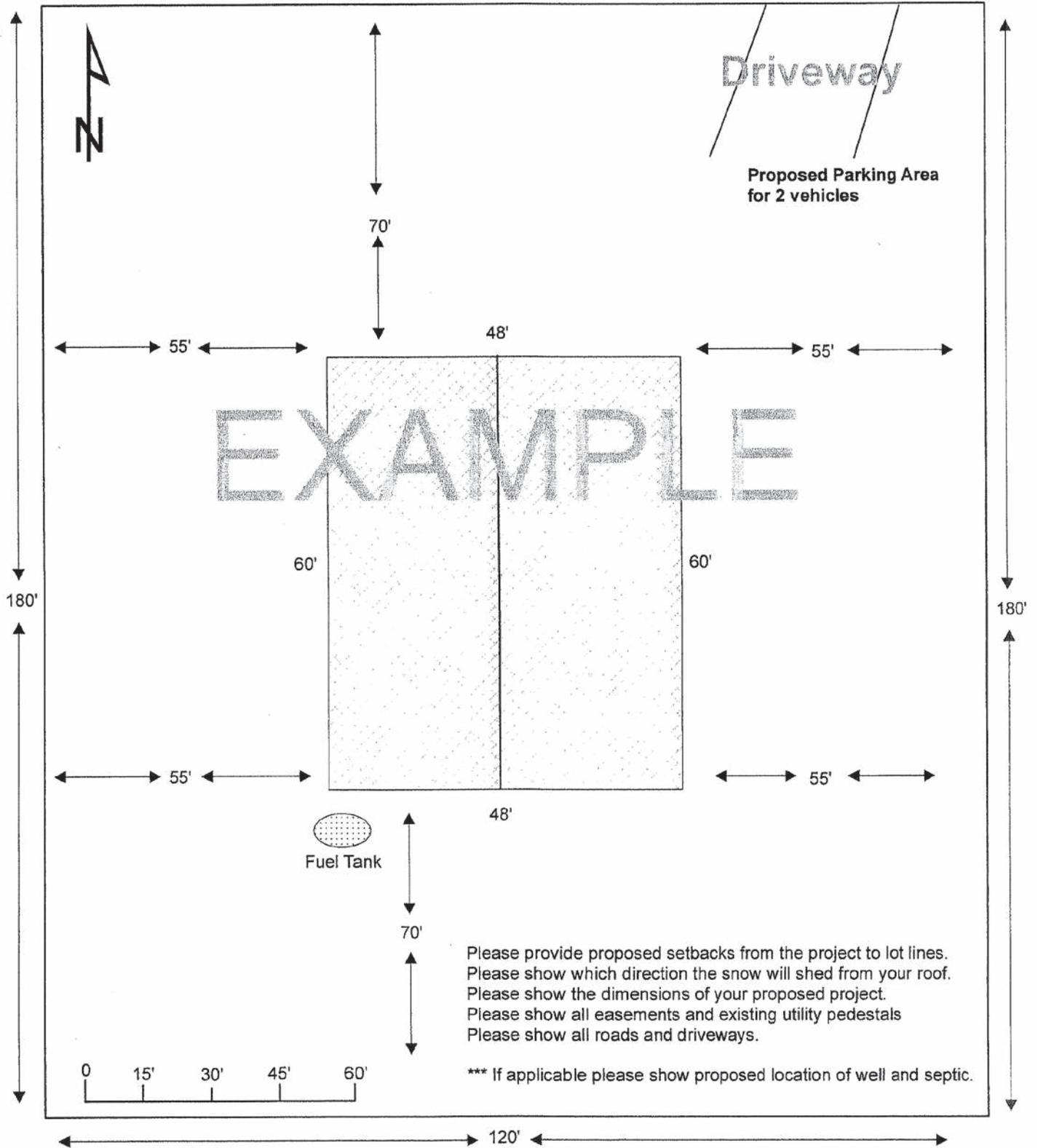
SAMPLE

Attachment C:  
Location Map Showing the Subject Property

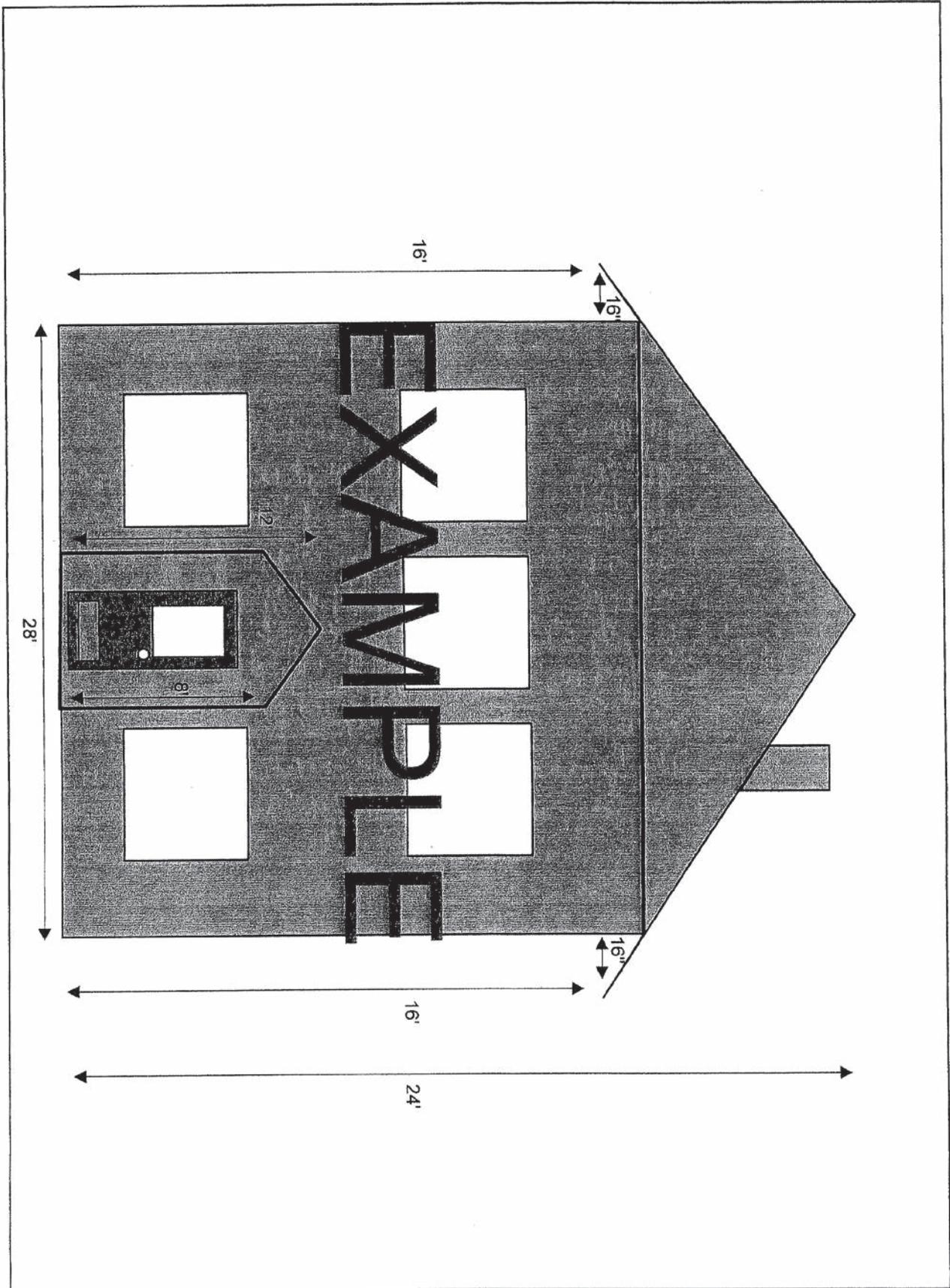
SAMPLE

Attachment D:  
Sample Site Plan

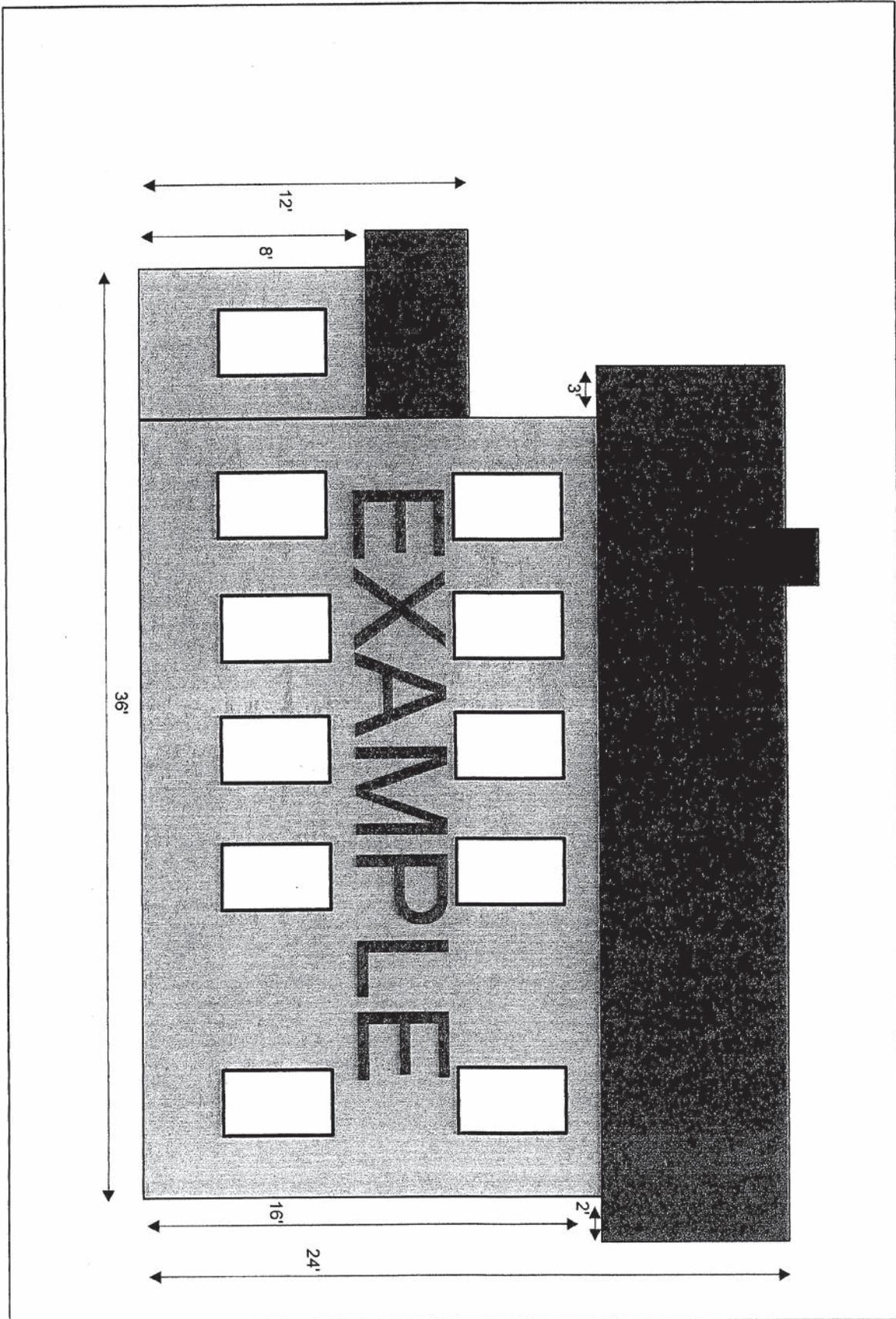
# Plot Plan Example



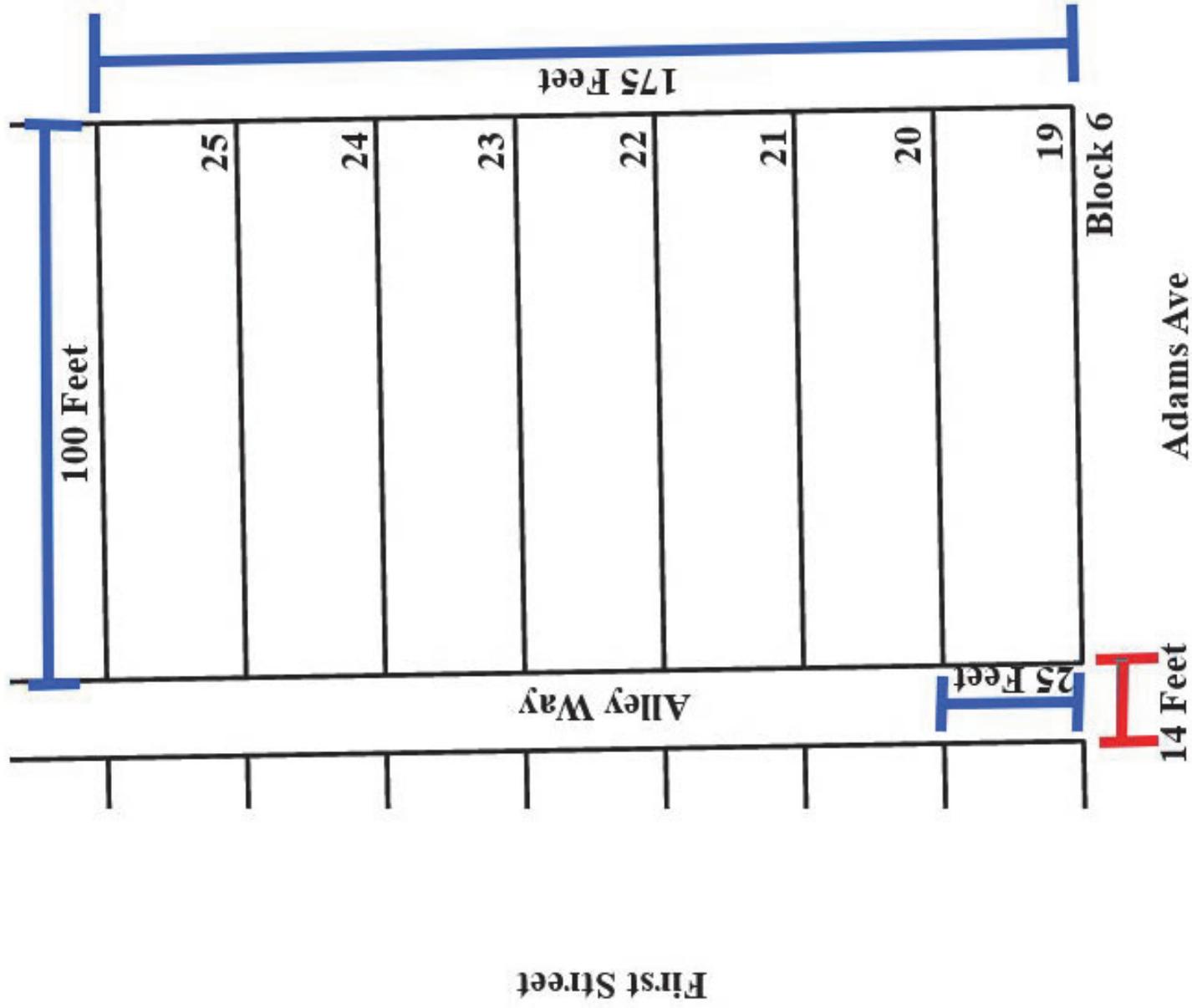
# Front Elevation Example



# Side Elevation Example



**Lots 19-25, Block 6, Original Townsite**



Mt Eccles Elementary School

Second Street

175 Feet

100 Feet

25

24

23

22

21

20

19

Block 6

Adams Ave

Alley Way

25 Feet

14 Feet

First Street

Attachment E:  
Cordova Municipal Code 18.XX – SAMPLE ZONING  
DISTRICT

## Chapter 18.29 - CENTRAL BUSINESS DISTRICT

### 18.29.010 - Purpose.

The purpose of this district is to permit a variety of commercial, administrative, financial, civic, culture, residential, entertainment, and recreational uses in an effort to provide the harmonious mix of activities necessary to further enhance the central business district as a commercial and service center.

(Ord. 586 (part), 1984).

### 18.29.020 - Principal permitted uses.

The following uses are permitted in the CBD zone: All limited uses in the B district, except that off-street parking shall not be required as specified in Chapter 18.48.

(Ord. 586 (part), 1984).

### 18.29.030 - Building height limit.

The maximum building height in the B district shall be three stories or fifty feet; however, a building or structure thereafter erected, added to or otherwise constructed may be increased in height, provided the gross cubical content of such building or structure does not exceed the sum total of the area of the lot upon which it is to be erected multiplied by fifty.

(Ord. 586 (part), 1984).

### 18.29.040 - Yards.

- A. Every building or portion thereof in the B district which is designed, intended or used for any purpose permitted in an R district for any other residential or dwelling purpose shall provide yards as required in the R district; provided, that when the ground floor of any such building is used for any commercial purpose, no side yard shall be required except that there shall be a side yard along the side of every lot which is not bounded by an alley and which is bordering on property in an R district.
- B. Yards shall not be required otherwise, except that no building shall be erected nor shall any use of land be conducted so that the same will be closer than thirty feet to the center line of any street adjoining the lot.

(Ord. 586 (part), 1984).

### 18.29.050 - General conditions.

- A. All selling, dealing in or displaying of goods or merchandise by shops, stores or business shall be entirely conducted and located within a permanent building unless otherwise specifically excepted.
- B. No stores or businesses shall involve any kind of manufacturing, compounding, processing or treatment of products except that which is clearly incidental and essential to the authorized use and provided that:
  - 1. No more than ten persons are engaged in the manufacturing, compounding, processing or treatment of products or servicing and repairing of appliances, equipment, etc.;
  - 2. Not more than twenty percent of the ground floor area of any building shall be used for such purposes;
  - 3. Such operations or products are not objection— able due to odor, dust, smoke, noise, vibrations or other similar nuisances.
- C. All exterior walls of buildings hereafter erected, extended or structurally altered which face a street or property in an R district shall be designed, treated and finished in a uniform and satisfactory manner approved by the planning commission.

(Ord. 586 (part), 1984).

SAMPLE

Attachment F:  
Sample Lease with Option to Purchase Agreement

The following is an example of possible lease terms. Final lease terms will be negotiated after a proposal is selected by the City Council. Final lease terms must be approved by the City Council who has the ultimate discretion to approve or deny the lease as a whole or to add, remove, or modify any terms as they see fit.

**CITY OF CORDOVA  
Cordova, Alaska**

**LEASE WITH OPTION TO PURCHASE**

This LEASE WITH OPTION TO PURCHASE (“Lease”) is made by and between the CITY OF CORDOVA, a municipal corporation organized and existing under the laws of the State of Alaska (the “City”), and **XXXX** (“Lessee”).

**RECITALS**

WHEREAS, the City owns that certain unimproved parcel of land in Cordova, Alaska and legally described as **Lot X, Block X, Subdivision**, Records of the Cordova Recording District, Third Judicial District, State of Alaska, and also known by Assessor’s Parcel No. **02-xxx-xxx** (referred to hereinafter as the "Premises");

WHEREAS, Lessee desires to lease the Property from the City (the “Premises”) from the City and the City desires to lease the Premises to Lessee, on the terms and conditions set forth herein;

NOW, THEREFORE, in consideration of the Premises and the parties’ mutual covenants, it is agreed as follows:

**1. LEASE OF PREMISES**

Subject to the terms and conditions set forth herein, the City leases to Lessee, and Lessee leases from the City, the Premises, as described above and illustrated in Exhibit A, attached and incorporated into this Lease.

**2. LEASE TERM**

The Lease Term will be (10) years, commencing on February XX, 2025, (the “Commencement Date”) and terminating at 11:59 p.m. on February XX, 2035, unless earlier terminated in accordance with the terms of this Lease (sometimes hereinafter referred to as the “Lease Term”). The Lease does not provide a lease renewal option.

**3. RENT**

A. **Base Rent.** The annual rent for the first five years of the Lease Term will be XX Thousand Dollars and Zero Cents (\$XX,000.00), payable in monthly installments of X Hundred Dollars and XX Cents (\$X00.00) (“Base Rent”). Base Rent is due on the first day of each calendar month during the Lease Term. Base Rent must be paid in lawful money of the United States without abatement, deduction or set-off for any reason whatsoever, at the address set forth in

Section 22.E of this Lease, or at any other place the City directs in writing. Base Rent shall be paid promptly when due without notice or demand therefore. The parties intend the Base Rent to be absolutely net to the City. All costs, expenses, and obligations of every kind and nature whatsoever in connection with or relating to the Premises shall be the obligation of, and shall be paid by, Lessee.

B. Additional Charges. In addition to the Base Rent, Lessee acknowledges and agrees that Lessee is obligated to pay and will pay, before delinquency and without reimbursement, all costs, expenses, and obligations of every kind and nature whatsoever in connection with or relating to the Premises or the activities conducted on the Premises, including, without limitation, those costs, expenses, and obligations identified in Section 8 and all other sums, costs, expenses, taxes, and other payments that Lessee assumes or agrees to pay under the provisions of this Lease (collectively the “Additional Charges”).

Without limiting in any way Lessee’s payment obligations, the City will have the right, but not the obligation, at all times during the Lease Term, to pay any charges levied or imposed upon the Premises that remain unpaid after they have become due and payable, and that remain unpaid after reasonable written notice to Lessee. The amount paid by the City, plus the City’s expenses, shall be Additional Charges due from Lessee to the City, with interest thereon at the rate of ten percent (10%) per annum from the date of payment thereof by the City until repayment thereof by Lessee.

C. Late Fee. Rent not paid within ten (10) days of the due date shall be assessed a late charge of ten percent (10%) of the delinquent amount; the charge shall be considered liquidated damages and shall be due and payable as Additional Charges. In the event the late charge assessment above exceeds the maximum amount allowable by law, the amount assessed will be adjusted to the maximum amount allowable by law.

D. Adjustment of Base Rent. Beginning on the fifth anniversary of the Commencement Date, Base Rent shall be adjusted annually by the Consumer Price Index (CPI-U) for the Anchorage, Alaska metropolitan area, as computed and published by the United States Bureau of Labor Statistics. Annual Base Rent adjustments will be equal to the percentage change between the then-current CPI-U and the CPI-U published for the same month during the previous year, except the first Base Rent adjustment, which will occur on the fifth anniversary of the Commencement Date, will be equal to the percentage increase in the CPI-U from the commencement date of this lease to the then-current year. No adjustments to Base Rent shall cause a reduction in the Base Rent. The City is not required to give advance written notice of the increase for the adjustment to be effective.

#### **4. USES AND CONDITION OF PREMISES**

A. Authorized Uses. Subject to the terms and conditions of this Lease, Lessee’s use of the Premises is limited to constructing and maintaining the project detailed in the site development plan (Attachment B), and using the constructed buildings and structures as well as the undeveloped land only as specified in the development plan. The Lessee shall give prior written notice to the City of any proposed changes to the site development plan that are in furtherance of its authorized uses, and such changes are subject to City review and approval not to be

unreasonably withheld or delayed. Lessee shall not leave the Premises unoccupied or vacant without the City's prior written consent. Inspections. The City and its authorized representatives and agents shall have the right, but not the obligation, to enter the Premises at any reasonable time to inspect the use and condition of the Premises; to serve, post, or keep posted any notices required or allowed under the provisions of this Lease, including notices of non-responsibility for liens; and to do any act or work necessary for the safety or preservation of the Premises. Except in the event of an emergency, the City will give 48-hours' advance written notice of its intent to inspect the Premises. The City shall not be liable in any manner for any inconvenience, disturbance, loss of business, nuisance, or other damage arising out of the City's entry onto the Premises, except for damage resulting directly from the acts of the City or its authorized representatives or agents

B. Compliance with Laws. Lessee shall maintain and repair the Premises in compliance with all applicable laws, regulations, ordinances, rules, orders, permits, licenses, and other authorizations. Lessee shall not use or permit the use of the Premises for any purpose prohibited by law or which would cause a cancellation of any insurance policy covering the Premises. Lessee shall not cause or permit any Hazardous Material (as defined in Section 10.B of this Lease) to be brought upon, kept, or used in, on, or about the Premises except for such Hazardous Material as is necessary to conduct Lessee's authorized uses of the Premises. Any such Hazardous Material brought upon, kept, or used in, on, or about the Premises shall be used, kept, stored, and disposed of in a manner that complies with all environmental laws and regulations applicable to Hazardous Material. Lessee shall not cause or allow the release or discharge of any other materials or substances that are known to pose a hazard to the environment or human health.

C. Lessee's Acceptance of Premises. Lessee represents, warrants and acknowledge that it has inspected the Premises to its complete satisfaction and is familiar with its condition, and that the City makes no representations or warranties, express or implied, with respect thereto, including, but not limited to, the condition of the Premises (including environmental condition) or its suitability or fitness for any use Lessee may make of the Premises. Lessee accepts the Premises AS IS, WHERE IS, CONDITION WITH ALL FAULTS. No action or inaction by the Council, the City Manager, or any other officer, agent, or employee of the City relating to or in furtherance of the Lease or the Premises shall be deemed to constitute an express or implied representation or warranty that the Premises, or any part thereof, are suitable or usable for any specific purpose whatsoever. Any such action or inaction shall be deemed to be and constitute performance of a discretionary policy and planning function only, and shall be immune and give no right of action as provided in Alaska Statute 9.65.070, or any amendment thereto.

## **5. DEVELOPMENT PLAN AND SUBSTANTIAL COMPLETION**

A. Development Plan. The attached site development plan has been approved by the Cordova City Council, and is attached to this Lease as Exhibit B. Any proposed material change to the attached site development plan by Lessee will be treated as an amendment to the Lease, requiring the written consent of both parties in accordance with Section 22.B. This Lease does not confer any approval from the Cordova Planning Commission regarding the site development plan or substitute for any approval process required in Cordova Municipal Code. Rather it is Lessee's responsibility to ensure the site development plan complies with all city code requirements and procedures and must still submit a plan for approval by the Planning Commission as required by Cordova Municipal Code 18.33.130.

B. Substantial Completion. Lessee must substantially complete construction of the project set forth in the site development plan attached as Exhibit B by February X, 2030, which is Five (5) years after the Lease's Commencement Date. As used in this Lease, the term "substantially complete" shall mean the stage of construction when the building(s), whose footprint is outlined in the site development plan, including its structure, façade, windows, roof, heating, and lighting, are sufficiently complete so that Lessee can occupy and use the building and install or cause the installation of all equipment required for the contemplated use thereof, AND Lessee has provided to the City certificates of inspection from certified inspectors showing that the following inspections have been performed and that construction meets the codes adopted by the City in Cordova Municipal Code Title 16. The following inspections are the minimum required: any and all inspections that are required for financing construction of the improvements provided for in the site development plan. These inspections shall be provided to the City within five (5) days of providing them to the entity financing the build. Certificates of inspections and the listed of required corrections in the case of a failed inspection, shall be provided to City within five (5) days of receiving each inspection certificate or correction list. If Lessee fails to substantially complete the construction of the project set forth in the site development plan by February X, 2030, Lessee will be in default of this Lease and the City may terminate the Lease and take any other action detailed in Section 13.

## **6. REPRESENTATIONS AND WARRANTIES**

Lessee represents and warrants to the City that Lessee is not delinquent in the payment of any obligation to the City, and that Lessee has not previously breached or defaulted in the performance of a material contractual or legal obligation to the City, which breach or default has not been remedied or cured.

## **7. ASSIGNMENTS AND SUBLETTING; SUBORDINATION**

Lessee shall not assign or otherwise transfer this Lease or any interest herein or sublet the Premises or any portion thereof, or permit the occupancy of any part of the Premises by any other person or entity, without the prior written consent of the City, which consent may be withheld in the City's absolute discretion. This Lease is subject and subordinate to any mortgages or trust deeds now and hereafter made against the Premises by the City and to all renewals, extensions, modifications, consolidations and replacements thereof, and to all advances made or hereafter to be made upon the security thereof, provided that, and as a condition thereto, City shall deliver to Lessee from the holder thereof a subordination non-disturbance and attornment agreement in a commercial reasonable form.

## **8. OPERATIONS, MAINTENANCE, UTILITIES, TAXES, & ASSESSMENTS**

Lessee shall, at Lessee's sole cost and expense, be solely responsible for: (i) maintaining and repairing the Premises and shall not commit or allow any waste upon the Premises; (ii) obtaining any and all permits and approvals necessary for Lessee's use of the Premises; (iii) all utilities and services needed for Lessee's use of the Premises; (iv) all taxes and assessments levied against the Premises, and Lessee agrees to pay all such taxes and assessments when due, including, but not limited to, all utility bills and special assessments levied and unpaid as of the Commencement Date or hereafter levied for public improvements; (v) all licenses, excise fees, and

occupation taxes with respect to the business and activities conducted on the Premises; (vi) all real property taxes, personal property taxes, and sales taxes related to the Premises or Lessee's use or occupancy thereof; and (vii) any taxes on the leasehold interest created under this Lease.

## **9. LIENS**

Lessee will suffer no lien or other encumbrance to attach to the Premises, including, without limitation, mechanic's or materialman's liens, sales tax liens under Cordova Municipal Code 5.40.125, or property tax liens under Cordova Municipal Code 5.36.260. During the Lease Term, the City may enter the Premises at reasonable times, with or without prior notice, to post notice(s) of non-responsibility on the Premises. If the City posts any notice of non-responsibility on the Premises, Lessee will ensure that the notice is maintained in a conspicuous place.

## **10. INDEMNIFICATION**

A. General Indemnification. Lessee shall defend, indemnify, and hold the City and its authorized representatives, agents, officers, and employees harmless from and against any and all actions, suits, claims, demands, penalties, fines, judgments, liabilities, settlements, damages, or other costs or expenses (including, without limitation, attorneys' fees, court costs, litigation expenses, and consultant and expert fees) resulting from, arising out of, or related to Lessee's occupation or use of the Premises or the occupation or use of the Premises by Lessee's employees, agents, servants, customers, contractors, subcontractors, sub-lessees, or invitees, including, but not limited, to all claims and demands arising out of any labor performed, materials furnished, or obligations incurred in connection with any improvements, repairs, or alterations constructed or made on the Premises and the cost of defending against such claims, including reasonable attorneys' fees. In the event that such a lien is recorded against the Premises, Lessee shall, at Lessee's sole expense within ninety (90) days after being served with written notice thereof, protect the City against said lien by filing a lien release bond or causing the release of such lien.

B. Environmental Release and Indemnification. The City makes no representation or warranty regarding the presence or absence of any Hazardous Material (as hereafter defined) on the Premises. Lessee releases the City and its authorized representatives, agents, officers, and employees from any and all actions, suits, claims, demands, penalties, fines, judgments, liabilities, settlements, damages, or other costs or expenses (including, without limitation, attorneys' fees, court costs, litigation expenses, and consultant and expert fees) arising during or after the Lease Term, that result from the use, keeping, storage, or disposal of Hazardous Material in, on, or about the Premises by Lessee, or that arise out of or result from Lessee's occupancy or use of the Premises or the use or occupancy of the Premises by Lessee's employees, agents, servants, customers, contractors, subcontractors, sub-lessees, invitees (other than the City), or authorized representatives. This release includes, without limitation, any and all costs incurred due to any investigation of the Premises or any cleanup, removal, or restoration mandated by a federal, state, or local agency or political subdivision, or by law or regulation. Lessee agrees that it shall be fully liable for all costs and expenses related to the use, storage, and disposal of Hazardous Material generated, kept, or brought on the Premises by Lessee, its employees, agents, servants, customers, contractors, subcontractors, sub-lessees, invitees, or authorized representatives.

Lessee shall defend, indemnify, and hold the City and its authorized representatives, agents, officers, and employees harmless from and against any claims, demands, penalties, fines, judgments, liabilities, settlements, damages, costs, or expenses (including, without limitation, attorneys' fees, court costs, litigation expenses, and consultant and expert fees) of whatever kind or nature, known or unknown, contingent or otherwise, arising in whole or in part from or in any way related to: (i) the presence, disposal, release, or threatened release of any such Hazardous Material on or from the Premises, soil, water, ground water, vegetation, buildings, personal property, persons, animals, or otherwise; (ii) any personal injury or property damage arising out of or related to such Hazardous Material; (iii) any lawsuit brought or threatened, settlement reached, or government order relating to such Hazardous Material; and (iv) any violation of any laws applicable to such Hazardous Material; provided, however, that the acts giving rise to the claims, demands, penalties, fines, judgments, liabilities, settlements, damages, costs, or expenses arise in whole or in part from the use of, operations on, or activities on the Premises by Lessee or its employees, agents, servants, customers, contractors, subcontractors, sub-lessees, invitees (other than the City), or authorized representatives.

As used in this Lease, "Hazardous Material" means any substance which is toxic, ignitable, reactive, or corrosive or which is otherwise regulated by any federal, state, or local law or regulation, as now in force or as may be amended from time to time, relating to the protection of human health or the environment, as well as any judgments, orders, injunctions, awards, decrees, covenants, conditions, or other restrictions or standards relating to the same. "Hazardous Material" includes any and all material or substances that are defined as "hazardous waste," "extremely hazardous waste," or a "hazardous substance" under any law or regulation.

## 11. INSURANCE

Lessee shall procure and maintain during the term of this Lease, at Lessee's sole cost and expense, the following policies of insurance with a reputable insurance company or companies satisfactory to the City:

A. General Liability. General liability insurance in respect of the Premises and naming the City as an additional insured, with minimum limits of liability of not less than One Million and 00/100 (\$1,000,000.00) per person and Two Million Dollars (\$2,000,000.00) per accident or occurrence for bodily injury and death, and a minimum limit of liability of One Million and 00/100 Dollars (\$1,000,000.00) for property damage for each occurrence; and

B. Other Insurance. Such other and additional insurance policies and coverages that are mandated by the bank or other lending institution financing the construction of the structures and improvement provided for in the Lessee's site development plan, together with such other and additional insurance policies and coverages as may be reasonably requested by the City during the term of this Lease.

All insurance required under this Lease shall contain an endorsement requiring thirty (30) days' advance written notice to the City before cancellation or change in the coverage, scope, or amount of any policy. Before commencement of the Lease Term, Lessee shall provide the City with proof of the insurance required by this Section 11, except where noted above.

## 12. OWNERSHIP AND REMOVAL OF THE FACILITIES

Unless Lessee exercises its Option to purchase (defined in Section 21) (in which case all improvements made by Lessee shall continue to be owned by Lessee), the facilities on the Premises are and shall remain the property of Lessee until the expiration or earlier termination of this Lease. Upon expiration or earlier termination of this Lease, at the option of the City, title to and ownership of the facilities shall automatically pass to, vest in, and belong to the City without further action on the part of either party other than the City's exercise of its option, and without cost or charge to the City. Lessee shall execute and deliver such instruments to the City as the City may reasonably request to reflect the termination of Lessee's interest in this Lease and the facilities and the City's title to and ownership thereof.

In the event that the City does not exercise its option provided in the immediately preceding paragraph, upon expiration or earlier termination of this Lease, Lessee shall remove from the Premises, at Lessee's sole expense, all of the facilities or the portion thereof that the City designates must be removed. In such event, Lessee shall repair, at Lessee's sole cost and expense, any damage to the Premises caused by the removal and return the Premises as near as possible to its original condition as existed on the Commencement Date. All facilities which are not promptly removed by Lessee pursuant to the City's request and in any event within thirty (30) days of the date of expiration or termination of this Lease may be removed, sold, destroyed or otherwise disposed of in any manner deemed appropriate by the City, all at Lessee's sole expense, and Lessee hereby agrees to pay the City for such expenses.

Notwithstanding any provision to the contrary in this Lease, all petroleum, fuel, or chemical storage tanks installed in or on the Premises during the Lease Term will remain Lessee's property and upon expiration or earlier termination of this Lease, Lessee shall remove these items and all contaminated soil and other material from the Premises, at Lessee's sole expense.

## 13. DEFAULT AND REMEDIES

A. Default. The occurrence of any of the following shall constitute a default and a breach of this Lease by the Lessee:

i. The failure to make payment when due of any Base Rent, Additional Charges, or of any other sum herein specified to be paid by the Lessee if such failure is not cured within ten (10) days after written notice has been given to Lessee;

ii. The failure to pay any taxes or assessments due from the Lessee to the City and in any way related to this Lease, the Premises, any improvements, or the Lessee's activities or business conducted thereon, including, but not limited to, any real property, personal property, or sales tax if such failure is not cured within thirty (30) days after written notice has been given to Lessee;

iii. Lessee's failure to substantially complete the site development plan, including the timely submission of certificates of inspection from certified inspectors as required by Section 5;

iv. An assignment for the benefit of Lessee's creditors or the filing of a voluntary or involuntary petition by or against Lessee under any law for the purpose of adjudicating Lessee a bankrupt; or for extending the time for payment, adjustment, or satisfaction of Lessee's liabilities; or for reorganization, dissolution, or arrangement on account of or to prevent bankruptcy or insolvency, unless the assignment or proceeding, and all consequent orders, adjudications, custodies, and supervision are dismissed, vacated, or otherwise permanently stated or terminated within thirty (30) days after the assignment, filing, or other initial event;

v. The appointment of a receiver or a debtor-in-possession to take possession of the Premises (or any portion thereof); Lessee's interest in the leasehold estate (or any portion thereof); or Lessee's operations on the Premises (or any portion thereof), by reason of Lessee's insolvency;

vi. The abandonment or vacation of the Premises continues for a period of three (3) months of any consecutive four (4) month period during the Lease Term; notwithstanding the foregoing, leaving the Premises vacant pending development of improvements shall not be deemed abandonment;

vii. Execution, levy, or attachment on Lessee's interest in this Lease or the Premises, or any portion thereof;

viii. The breach or violation of any statutes, laws, regulations, rules, or ordinances of any kind applicable to Lessee's use or occupancy of the Premises if such breach or violation continues for a period of thirty (30) days or longer; or

ix. The failure to observe or perform any covenant, promise, agreement, obligation, or condition set forth in this Lease, other than the payment of rent, if such failure is not cured within thirty (30) days after written notice has been given to Lessee, or if the default is of a nature that it cannot be cured within thirty (30) days, then a cure is commenced within thirty (30) days and diligently prosecuted until completion, weather and *force majeure* permitting. Notices given under this subsection shall specify the alleged breach and the applicable Lease provision and demand that the Lessee perform according to the terms of the Lease. No such notice shall be deemed a forfeiture or termination of this Lease unless the City expressly elects so in the notice.

B. Remedies. If the Lessee breaches any provision of this Lease, in addition to all other rights and remedies the City has at law or in equity, the City may do one or more of the following:

i. Distrain for rent due any of Lessee's personal property which comes into the City's possession. This remedy shall include the right of the City to dispose of Lessee's personal property in a commercially reasonable manner. Lessee agrees that compliance with the procedures set forth in the Alaska Uniform Commercial Code with respect to the sale of property shall be a commercially reasonable disposal;

ii. Re-enter the Premises, take possession thereof, and remove all property from the Premises. The property may be removed and stored at Lessee's expense, all without service of notice or resort to legal process, which Lessee waives, and without the City becoming liable for any damage that may result unless the loss or damage is caused by the City's negligence

in the removal or storage of the property. No re-entry by the City shall be deemed an acceptance of surrender of this Lease. No provision of this Lease shall be construed as an assumption by the City of a duty to re-enter and re-let the Premises upon Lessee's default. If Lessee does not immediately surrender possession of the Premises after termination by the City and upon demand by the City, the City may forthwith enter into and upon and repossess the Premises with process of law and without a breach of the peace and expel Lessee without being deemed guilty in any manner of trespass and without prejudice to any remedies which might otherwise be used for arrears of rent or breach of covenant;

- iii. Declare this Lease terminated;
- iv. Recover, whether this Lease is terminated or not, reasonable attorneys' fees and all other expenses incurred by the City by reason of the default or breach by Lessee, less any rents received in mitigation of Tenant's default (but City is not under any duty to relet Premises);
- v. Recover an amount to be due immediately upon breach equal to the sum of all Base Rent, Additional Charges, and other payments for which Lessee is obligated under the Lease;
- vi. Recover the costs of performing any duty of Lessee in this Lease; or
- vii. Collect any and all rents due or to become due from subtenants or other occupants of the Premises

#### **14. SUBSIDENCE**

The City shall not be responsible for any washout, subsidence, avulsion, settling, or reliction to the Premises or for any injury caused thereby to Lessee's, any sub-lessee's, or any other person's property. The City is not obligated to replace, refill, or improve any part of the Premises during Lessee's occupancy in the event of a washout, subsidence, avulsion, settling, or reliction.

#### **15. VACATION BY LESSEE**

Upon the expiration or sooner termination of this Lease, Lessee shall peaceably vacate the Premises and the Premises shall be returned to the City by Lessee together with any alterations, additions, or improvements, unless the City requests that they be removed from the Premises. Upon such vacation and surrender, Lessee shall remove from the Premises any items of personal property brought on to the Premises. Any such property not removed from the Premises within thirty (30) days of the expiration or termination of this Lease shall become the property of the City at no cost or charge to the City, and may be removed, sold, destroyed, or otherwise disposed of in any manner deemed appropriate by the City, all at Lessee's sole expense, and Lessee hereby agrees to pay the City for these expenses.

#### **16. RESERVATION OF RIGHTS**

The City reserves the right to designate and grant rights-of-way and utility easements across the Premises without compensating Lessee or any other party, including the right of ingress

and egress to and from the Premises for the construction, operation, and maintenance of utilities and access, provided that Lessee shall be compensated for the taking or destruction of any improvements on the Premises, and provided further that the City's designation will not unreasonably interfere with Lessee's improvements or use of the Premises. Lessee shall be responsible for requesting a rental adjustment to reflect any reduction in the value of the Premises.

## **17. SIGNS**

No signs or other advertising symbols, canopies, or awnings shall be attached to or painted on or within the Premises without approval of the City Manager first being obtained; provided, however, that this prohibition shall not apply to standard, directional, informational and identification signs of two square feet or less in size. At the termination of this Lease, or sooner, all such signs, advertising matter, symbols, canopies, or awnings, attached or painted by Lessee shall be removed from the Premises by Lessee at its own expense, and Lessee shall repair any damage or injury to the Premises, and correct any unsightly conditions caused by the maintenance or removal of said signs.

## **18. HOLDING OVER**

If Lessee, with the City's written consent, remains in possession of the Premises after the expiration or termination of the Lease for any cause, or after the date in any notice given by the City to Lessee terminating this Lease, such holding over shall be deemed a tenancy from month to month at the same Base Rent applicable immediately prior to such expiration or termination, subject to adjustment in accordance with Cordova Municipal Code 5.22.090.C, or such successor provision of the code then in effect, and shall be terminable on thirty (30) days' written notice given at any time by either party. All other provisions of this Lease, except those pertaining to term, rent, and purchase option, shall apply to the month-to-month tenancy. If Lessee holds over without the City's express written consent, Lessee is deemed to be a tenant at sufferance and may be removed through a forcible entry and detainer proceeding without service on Lessee of a notice to quit.

## **19. EMINENT DOMAIN**

If the whole or any part of the Premises shall be taken for any public or quasi-public use, under any statute or by right of eminent domain or private purchase in lieu thereof by a public body vested with the power of eminent domain, then the following provisions shall be operative:

A. Total Taking. If the Premises are totally taken by condemnation, this Lease shall terminate;

B. Partial Taking. If the Premises are partially taken by condemnation, then this Lease shall continue and the rent as specified in Section 3 above shall be abated in a proportion equal to the ratio that the portion of the Premises taken bears to the total Premises leased hereunder; and

C. Award. Upon condemnation, the parties shall share in the award to the extent that their interests, respectively, are depreciated, damaged, or destroyed by the condemnation.

## 20. COSTS

Lessee shall be liable to and shall pay the City for the fees and costs incurred by the City in connection with the negotiation, drafting, preparation, operation, and enforcement of this Lease, including, without limitation, attorneys' fees and costs incurred by the City. All outstanding fees and costs shall be paid in full no later than the time of the City's execution of this Lease.

## 21. BUYER'S OPTION TO PURCHASE

A. Option. The City hereby grants to Lessee an option (the "Option") to purchase the Premises upon the terms and conditions stated in this Lease.

B. Option Period. The Option will commence upon the Commencement Date of this Lease and terminate the date the Lease terminates (the "Option Period"). If Lessee fails to exercise the Option during the Option Period, neither party shall have any further rights or claims against the other party by reason of the Option.

C. Exercise of Option. To exercise the Option, Lessee must provide written notice ("Notice of Exercise of Option") to the City, delivered or mailed by certified or registered mail, return receipt requested, to the City's address set forth in Section 22.E, at least sixty (60) days prior to the date Lessee intends to exercise the Option.

D. Conditions to Exercise Option. Lessee can only exercise the Option if all of the following conditions are satisfied: (i) no default exists or is continuing under this Lease and (ii) the building as described in the site development plan attached as Exhibit B is substantially completed as defined in section 5.B including the submission of all certificates of inspection from certified inspectors.

E. Purchase Price. Lessee shall have the right to purchase the Premises for \$XX,000.00 ("Purchase Price") until the fifth anniversary of the Commencement Date. If Lessee exercises its Option to purchase the Premises after the fifth anniversary of the Commencement Date, the Purchase Price will be adjusted to the current fair market value, as reasonably determined by the City, excluding all improvements completed by Lessee under this Lease. In the event that Lessee exercises the Option on or before February 31, 2030, the payment due at Closing to the City ("Closing Payment") will equal the Purchase Price reduced by all Base Rent payments paid by Lessee to the City under this Lease. In the event that Lessee exercises the Option after February 31, 2030, the Closing Payment will equal the Purchase Price, and the Closing Payment will not be reduced by any Base Rent payments paid by Lessee to the City under this Lease.

F. Closing Date. The Closing must occur on a date (the "Closing Date") mutually agreed upon by the parties, but must be within sixty (60) days after the exercise of the Option.

G. Closing. At Closing, the City shall deliver a quitclaim deed, subject to matters of record, including those matters that have arisen out of Lessee's use and occupancy of the Premises, in recordable form, transferring marketable title (subject to Lessee's reasonable approval) and Lessee shall execute and deliver to the City the Closing Payment in full, in immediately available funds. This Lease will terminate upon the Closing of Lessee's purchase of the Premises. All costs and fees (including attorneys' fees) associated with the negotiation, drafting, preparation, and

enforcement of a purchase and sale agreement and related documents, the closing of the transaction, and the termination of the leasehold interest in the Premises, including, but not limited to, environmental assessments, escrow fees, recording fees, and title insurance costs, will be paid by Lessee.

H. Cooperation for Consummating the Option. If Lessee exercises the Option, the City and Lessee each covenant and agree to sign, execute, and deliver, or cause to be signed, executed, and delivered, and to do or make, or cause to be done or made, upon the written request of the other party, any and all agreements, instruments, papers, deeds, acts, or things, supplemental, confirmatory, or otherwise, as may be reasonably required by either party hereto for the purpose of or in connection with consummating the Option.

I. City's Right of First Refusal. In the event Lessee exercises its Option and subsequently determines to sell or otherwise dispose of the Premises, the City shall have a continuous and exclusive right of first refusal to purchase the Premises. The parties must either include notice of the City's right of first refusal in the deed transferring the Premises to the Lessee, or execute a separate document acceptable to the City and in a recordable form ensuring the City's right of first refusal hereunder. The document must be recorded contemporaneously with the recording of the deed. The City's right of first refusal to purchase the Premises must contain at least the following minimum terms and conditions (and such other terms as may be reasonably requested by the City):

i. Lessee may accept an offer for the sale or other disposition of the Premises only if it is made subject to the City's right of first refusal herein. Upon acceptance of an offer for the sale, disposition, conveyance, or transfer from a third party (the "Purchase Offer"), Lessee will present a copy of the Purchase Offer and acceptance to the City by written notice at the address set forth in Section 22.E. The City will then have sixty (60) days to either agree to purchase the Premises on the same terms and conditions set forth in the Purchase Offer, or decline to exercise its right of first refusal. The City shall give written notice of its decision to exercise or decline to exercise its right of first refusal to Lessee at the address set forth in Section 22.E no later than sixty (60) days after being presented with a copy of the Purchase Offer.

ii. If the City declines to exercise its right of first refusal, Lessee may then sell or otherwise dispose of the Premises to the third party on the same terms and conditions set forth in the Purchase Offer. If the sale or other disposition is completed on the same terms and conditions set forth in the Purchase Offer, then any interest of the City in and to the Premises shall cease and be of no further force and effect and the City shall provide in recordable form a release of its right of first refusal at the closing of the sale to the third party. If the sale or other disposition is not completed on the terms and conditions in the Purchase Offer, then the City will continue to have its exclusive right of first refusal under the procedures outlined above in this Section, before Lessee may convey or transfer its interest in the Premises to a third party.

## **22. MISCELLANEOUS**

A. Time Is of the Essence. Time is of the essence for this Lease and of each provision hereof.

B. Entire Agreement. This Lease represents the entire agreement between the parties with respect to the subject matter hereof, and may not be amended except in writing executed by the City and Lessee.

C. Governing Law and Venue. This Lease shall be subject to the provisions of the Cordova Municipal Code now or hereafter in effect. This Lease shall be governed by and construed in accordance with Alaska law and any action arising under this Lease shall be brought in a court of competent jurisdiction in Cordova, Alaska.

D. Relationship of Parties. Nothing in this Lease shall be deemed or construed to create the relationship of principal and agent, partnership, joint venture, or of any association between Lessee and the City. Neither the method of computation of rent, nor any other provisions contained in this Lease, nor any acts of the parties shall be deemed to create any relationship between the City and Lessee other than the relationship of lessee and lessor.

E. Notice. All notices hereunder may be hand-delivered or mailed. If mailed, they shall be sent by certified or registered mail to the following respective addresses:

TO CITY:

City of Cordova  
Attn: City Manager  
P.O. Box 1210  
Cordova, Alaska 99574

TO LESSEE:

Lessee X and Lessee XX  
P.O. Box XXX  
Cordova, Alaska 99574  
(907) 424-XXXX

or to such other address as either party hereto may from time to time designate in advance in writing to the other party. Notices sent by mail shall be deemed to have been given when properly mailed. The postmark affixed by the U.S. Post Office shall be conclusive evidence of the date of mailing. If hand-delivered, notice shall be deemed to have been made at the time of delivery.

F. Captions. Captions herein are for convenience and reference and shall not be used in construing the provisions of this Lease.

G. No Waiver of Breach. No waiver of any provision hereof shall be effective unless made in writing and signed by the waiving party. No failure by the City to insist upon the strict performance of any term, covenant, or condition of this Lease, or to exercise any right or remedy upon a breach thereof, shall constitute a waiver of any such breach or of such term, covenant, or condition. No waiver of any breach shall modify, effect or alter this Lease, but each and every term, covenant, and condition of this Lease shall continue in full force and effect with respect to any other existing or subsequent breach.

H. Survival. No expiration or termination of this Lease shall expire or terminate any liability or obligation to perform which arose prior to the termination or expiration.

I. Partial Invalidity. If any provision of this Lease is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the remainder of the provisions shall remain in full force and effect and shall in no way be affected, impaired, or invalidated.

J. Successors and Assigns. The terms, covenants, and conditions in this Lease shall inure to the benefit of and shall be binding upon the successors and permitted assigns of the City and Lessee.

K. Estoppel Certificates. Either party shall at any time and from time to time, upon not less than ten (10) days' prior written request by the other party, execute, acknowledge, and deliver to such party a statement certifying that this Lease has not been amended and is in full force and effect (or, if there has been an amendment, that the same is in full force and effect as amended and stating the amendments); there are no defaults existing (or, if there is any claimed default, stating the nature and extent thereof); and stating the dates up to which the Base Rent and Additional Charges have been paid in advance.

L. Recordation of Lease. The parties agree that this Lease shall not be recorded, but upon the request of either party, the other party will join the requesting party in executing a memorandum of lease in a form suitable for recording, and each party agrees that such memorandum shall be prepared and recorded at the requesting party's expense.

M. Authority. Lessee represents that it has all necessary power and is duly authorized to enter into this Lease and carry out the obligations of Lessee. Lessee further represents that Lessee has the necessary power to authorize and direct the officer of Lessee whose name and signature appear at the end of this Lease to execute the Lease on Lessee's behalf.

N. Exhibits. Exhibits A and Exhibits B to this Lease are specifically incorporated into the Lease.

O. No Third-Party Beneficiaries. Nothing in this Lease shall be interpreted or construed to create any rights or benefits to any parties not signatories, successors, or permitted assigns of signatories to this Lease.

P. Interpretation. The language in all parts of this Lease shall in all cases be simply construed according to its fair meaning and not for or against the City or Lessee as both City and Lessee have had the assistance of attorneys in drafting and reviewing this Lease.

Q. Counterparts. This Lease may be executed in counterparts, each of which when so executed and delivered shall be deemed to be an original and all of which taken together shall constitute one and the same instrument.

R. Attorneys' Fees. In the event that any suit or action is brought to enforce this Lease or any term or provision hereof, the parties agree that the prevailing party shall recover all attorneys' fees, costs, and expenses incurred in connection with such suit or action to the maximum extent allowed by law.

IN WITNESS WHEREOF, the parties have caused this Lease to be executed as of the Commencement Date.

**CITY:** **CITY OF CORDOVA**

By: \_\_\_\_\_

Its: \_\_\_\_\_

**LESSEE:**

\_\_\_\_\_  
Lessee X

\_\_\_\_\_  
Lessee XX

DRAFT

**Exhibit A**  
**Leased Premises**

DRAFT

**Exhibit B**  
**Development Plan**

DRAFT

Attachment G:  
Sample Purchase and Sale Agreement

SAMPLE

The following is an example of possible Purchase and Sale Agreement terms. Final terms will be negotiated after a proposal is selected by the City Council. Final terms must be approved by the City Council who has the ultimate discretion to approve or deny the agreement as a whole or to add, remove, or modify any terms as they see fit.

## PURCHASE AND SALE AGREEMENT

THIS PURCHASE AND SALE AGREEMENT (this “Agreement”) is entered into as of January \_\_\_\_, 2025 (the “Effective Date”), by and between the CITY OF CORDOVA, an Alaska municipal corporation (“Seller” or the “City”), whose mailing address is P. O. Box 1210, Cordova, Alaska 99574, and XXX (“Purchaser”), whose mailing address is XXX

WHEREAS, Seller is the owner of certain real property located in the City of Cordova, Alaska, a roughly XXX square foot portion of XXX, which is City owned, and which is shown in Exhibit A attached hereto and made a part hereof (the “Property”); and

WHEREAS, Purchaser submitted a Letter of Interest to the City to acquire the Property, which contained Purchaser’s Development Plan for the Property in a form acceptable to the City, for the purpose of redeveloping the Property and an adjacent property owned by Purchaser to permit construction of one or more single family residences;

WHEREAS, Purchaser estimates it will commence construction on or before \_\_\_\_, and complete construction on or before \_\_\_\_\_;

WHEREAS, the City Council of the City of Cordova took action to authorize the administration of the City to negotiate this Agreement for the purchase of the Property;

WHEREAS, Purchaser made an initial deposit of funds with the City to pay for, among other things, the costs of an appraisal for the Property as well as the City’s costs in acquiring the Property;

WHEREAS, the City obtained an appraisal of the Property from Alaska Appraisal & Consulting Group, dated as of January \_\_\_\_, 2025, the costs of which are to be paid by the Purchaser; and,

WHEREAS, Purchaser desires to buy from Seller, and Seller desires to sell to Purchaser, the Property, subject to and in accordance with the terms and provisions hereinafter set forth and the requirements of the Cordova Municipal Code (“CMC”).

NOW, THEREFORE, in consideration of the foregoing Recitals (which are incorporated herein by this reference), the mutual covenants and conditions hereinafter set forth, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Seller and Purchaser hereby agree as follows:

**1. Purchase and Sale.** Seller hereby agrees to sell, assign and convey to Purchaser, and Purchaser hereby agrees to purchase from Seller, all of Seller’s right, title and interest in and to that certain real Property located in the Cordova Recording District, Third Judicial District, State

of Alaska, more particularly described in Exhibit A attached hereto and incorporated herein by this reference, together with any and all improvements thereon, and all rights, privileges, easements and appurtenances thereto. The description of the Property contained herein shall be amended following completion of any necessary subdivision and platting required by the CMC.

## **2. Deposit and Purchase Price.**

(a) Purchaser has deposited the sum of XXX Thousand and 00/100 Dollars, as required by CMC 5.22.100, and further agrees that Purchaser may be required to deposit with the City such additional sums as the City Manager or the City Manager's designee may from time to time require to cover ongoing expenses incurred by the City in connection with the transaction, including without limitation, staff time, appraisal costs, attorney's fees and costs, surveying and platting fees and costs, title charges, Closing Costs and escrow fees (all such funds so deposited with the City are hereinafter referred to as the "Deposit"). Any remaining portion of the Deposit at the time of Closing, if any, shall be applied towards the Purchase Price at Closing.

(b) The purchase price for the Property is XXX Thousand and 00/100 Dollars (\$XXX) (the "Purchase Price"), as adjusted by prorations and adjustments as provided herein, if any, and together with all Closing Costs, shall be paid to Seller by Purchaser at the Closing (as that term is defined in Section 11 below).

The Purchase Price is equal to the fair market value of the Property as established by an appraisal prepared by XXX, dated as of January \_\_\_\_, 2025.

**3. Property Survey/Subdivision.** A survey and subdivision plat have been or will be prepared for the Property in connection with the transfer contemplated by this Agreement, and which shall be subject to approval by the Planning Commission of the City of Cordova. Purchaser agrees that it shall pay any and all costs and expenses of any nature associated with the initial subdivision of the Property, including, without limitation, platting fees, survey costs, and any other costs or expenses recoverable under the CMC, which shall be deducted from the Deposit or otherwise paid by Purchaser at or prior to Closing.

## **4. Title.**

(a) Within ten (10) days following the Effective Date, Seller shall order from First American Title Insurance Company ("Title Company"), a preliminary title report pertaining to the Property (the "Commitment"), together with legible (to the extent available) copies of all documents relating to the title exceptions referred to in such Commitment.

(b) Within fifteen (15) days after the delivery of the Commitment by Seller or the Title Company, Purchaser shall notify Seller in writing of any title exceptions identified in the Commitment of which Purchaser disapproves. Any exception not disapproved in writing within said fifteen (15) day period shall be deemed approved by Purchaser, and shall constitute a "Permitted Exception" hereunder. Purchaser and Seller hereby agree that all non-delinquent property taxes and assessments, any Internal Revenue Service liens, and the Deed of Trust shall constitute "Permitted Exceptions." Within ten (10) days after receipt of Purchaser's written notice of disapproved title exceptions, if any, Seller shall notify Purchaser in writing of any disapproved title exceptions which Seller is unable or unwilling to cause to be removed prior to or at Closing.

Seller's failure to give such notice shall be deemed an election not to remove any disapproved title exceptions. With respect to such exceptions, Purchaser then shall elect, by giving written notice to Seller and Escrow Agent within ten (10) days thereafter, (1) to terminate this Agreement, or (2) to waive disapproval of such exceptions, in which case such exceptions shall then be deemed to be Permitted Exceptions. Purchaser's failure to give such notice shall be deemed an election to waive the disapproval of any such exception. In the event Purchaser elects to terminate this Agreement in accordance with (1) in this subsection, the Deposit, without interest, shall be refunded to Purchaser within ten (10) days; provided, however, that Purchaser shall be responsible for any title or escrow cancellation fees.

**5. No Warranties.** Purchaser shall purchase the Property based on Purchaser's own prior investigation and examination of the Property (or Purchaser's election not to do so). Purchaser agrees, represents, and warrants that except as expressly contained in this Agreement, no representations or warranties by or on behalf of Seller, express or implied, statutory or otherwise, are or have been made to the Purchaser as to the condition of the Property or improvements situated thereon, the contents thereof, any restrictions related to the development or use thereof, the applicability of any governmental requirements pertaining thereto, including but not limited to environmental requirements, the presence or absence of Hazardous Materials (hereinafter defined), presence of groundwater, the suitability or fitness thereof for any use or purpose, the Property's compliance with federal, state and/or municipal laws, or any other matter or thing affecting or related to the Property in any way, and the Purchaser accepts the same IN AN "AS IS" PHYSICAL CONDITION AND IN AN "AS IS" STATE OF REPAIR, WITH ALL FAULTS. The transfer(s) authorized by this Agreement shall be subject to the Public Trust Doctrine regarding navigable and public waters, and the public(s) right of access and use, and Seller reserves such rights. Seller has agreed to sell the Property on the terms specified herein in reliance upon the foregoing limitations of Seller's liabilities, which are material to Seller, and Seller would not have entered into this Agreement without such limitations.

**6. Representations, Warranties and Covenants of Purchaser.** In addition to any other representations, warranties, and covenants contained herein, Purchaser represents and warrants to Seller that the following matters are true and correct as of the execution of this Agreement and also will be true and correct as of the Closing:

(a) This Agreement is, and all the documents executed by Purchaser which are to be delivered to Seller at the Closing will be, duly authorized, executed, and delivered by Purchaser, and is and will be legal, valid, and binding obligations of Purchaser enforceable against Purchaser in accordance with their respective terms and do not and will not violate any provisions of any agreement to which either Purchaser is a party or to which they are subject.

**7. Conditions Precedent to Closing.**

(a) The following shall be conditions precedent to Seller's obligation to consummate the purchase and sale transaction contemplated herein (the "Seller's Conditions Precedent"):

(1) Purchaser shall not have terminated this Agreement in accordance with Section 4, Section 13 or Section 14 of this Agreement within the time periods described in said Sections.

(2) Purchaser shall have delivered to Escrow Agent, prior to or at the Closing, for disbursement as directed hereunder, all cash or other immediately available funds due from Purchaser in accordance with this Agreement.

(3) There shall be no uncured breach of any of Purchaser's representations or warranties set forth in Section 6, or any other breach of this Agreement, as of the date of Closing.

(4) Approval of the plat for the Property by the City of Cordova Planning Commission, and payment of all associated fees, as required by Section 3 of this Agreement.

(5) Purchaser shall have delivered to Escrow Agent the items described in Section 9.

(6) The timely performance by Purchaser of each and every obligation imposed upon Purchaser hereunder.

The conditions set forth in this Section 7(a) are solely for the benefit of Seller and may be waived only by Seller and only in writing. Seller shall, at all times have the right to waive any of these conditions.

(b) The following shall be conditions precedent to Purchaser's obligation to consummate the purchase and sale transaction contemplated herein (the "Purchaser's Conditions Precedent"):

(1) Purchaser shall not have terminated this Agreement in accordance with Section 3, Section 13 or Section 14 of this Agreement within the time periods described in said Sections.

(2) Title Company shall be committed to issue, at the Closing, an owner's policy of title insurance (the "Title Policy"), insuring Purchaser's interest in the Property, dated the day of the Closing, with liability in the amount of the Purchase Price, subject only to the Permitted Exceptions.

(3) Seller shall have delivered the items described in Section 8.

(4) The timely performance by Seller of each and every obligation imposed upon Seller hereunder.

The conditions set forth in this Section 7(b) are solely for the benefit of Purchaser and may be waived only by Purchaser and only in writing. Purchaser shall, at all times have the right to waive any of these conditions.

**8. Seller's Closing Deliveries.** At or prior to the Closing, Seller shall deliver to Escrow Agent the following:

(a) A Quitclaim Deed in the form attached hereto as Exhibit B, executed by Seller conveying the Property to Purchaser (the "Deed"), which shall be made subject to a deed restriction required by CMC 5.15.340 in substantially the form provided in Exhibit B.

(b) A closing statement prepared by the Title Company itemizing and approving all receipts and disbursements made in connection with Closing (the "Closing Statement").

(c) Any other documents, instruments or agreements reasonably necessary to effectuate the transaction contemplated by this Agreement.

**9. Purchaser's Closing Deliveries.** At or prior to the Closing, Purchaser shall deliver to Escrow Agent the following:

(a) The balance of the Purchase Price, payable as provided in Paragraph 2, together with such other sums as Escrow Agent shall require to pay Closing Costs, prorations, reimbursements and adjustments as set forth in Section 10 and Section 12 or otherwise in this Agreement, in immediately available funds.

(b) A countersigned Closing Statement.

(c) Any other documents, instruments or agreements reasonably necessary to effectuate the transaction contemplated by this Agreement and/or as may be required by the Title Company.

**10. Prorations and Adjustments.** The following shall be prorated and adjusted between Seller and Purchaser as of the day of the Closing, except as otherwise specified:

(a) General real estate, personal property and ad valorem taxes and assessments, and any improvement or other bonds encumbering the Property, for the current tax year for the Property. Purchaser is not responsible for delinquent real estate taxes, personal property taxes, ad valorem taxes, or assessments arising prior to Closing.

(b) Utility charges, if any. Purchaser acknowledges and agrees that Seller shall be entitled to all refunds of utility deposits with respect to the Property and that such amounts are not to be assigned to Purchaser in connection with the sale of the Property. However, Purchaser will be responsible for any additional assessments effective prior to Closing, of which notice is received after Closing.

For purposes of calculating prorations, Purchaser shall be deemed to be in title to the Property, and, therefore entitled to the income therefrom and responsible for the expenses thereof for the entire day upon which the Closing occurs. All such prorations shall be made on the basis of the actual number of days of the month which shall have elapsed as of the day of the Closing and based upon the actual number of days in the month and a three hundred sixty-five (365) day year. In no event will there be any proration of insurance premiums under Seller's existing policies of insurance relating to the Property, and Purchaser acknowledges and agrees that none of Seller's

insurance policies (or any proceeds payable thereunder) will be assigned to Purchaser at the Closing, and Purchaser shall be solely obligated to obtain any and all insurance that they deem necessary or desirable. The provisions of this Section 10 shall survive the Closing and delivery of the Quitclaim Deed.

**11. Closing.** The purchase and sale contemplated herein shall close on or before one hundred twenty (120) days after the Effective Date (the “Closing”) or on such other specific date and time mutually agreed to by the parties. As used herein, the term “Closing” means the date and time that the Deed is recorded in the Cordova Recording District, Third Judicial District, State of Alaska (the “Official Records”). The Closing shall occur at the offices of the Escrow Agent as set forth in Section 17(m), or such other place as may be agreed by the parties. The Closing may occur in escrow by delivering all closing deliveries to the Escrow Agent on or prior to the Closing.

**12. Closing Costs.** Purchaser shall pay the fee for recording the Deed, the premium for the Title Policy and/or other title charges, and for all fees and costs Seller incurred to third-parties in any way relating to the purchase and sale transaction involving the Property, including without limitation costs of appraisal, attorney’s fees and costs, surveying and platting fees and costs, closing costs and escrow fees, and any other fees or costs required by the Cordova Municipal Code (collectively, the “Closing Costs”). Purchaser shall bear the expense of Purchaser’s own counsel. Unless otherwise specified herein, if the sale of the Property contemplated hereunder does not occur because of a default on the part of Purchaser, all escrow cancellation and title fees shall be paid by Purchaser; if the sale of the Property does not occur because of a default on the part of Seller, all escrow cancellation and title fees shall be paid by Seller.

**13. Risk of Loss.** If prior to the Closing, any portion of the Property is subject to a taking, or eminent domain proceedings are commenced, by public authority (other than Seller) against all or any portion of the Property, Purchaser shall have the right, exercisable by giving notice to Seller within ten (10) business days after receiving written notice of such taking (but in any event prior to the Closing), either (i) to terminate this Agreement, in which case neither party shall have any further rights or obligations hereunder (except as may be expressly provided to the contrary elsewhere in this Agreement), and any money (including, without limitation, the Deposit and all interest accrued thereon) or documents in escrow shall be returned to the party depositing the same, and Purchaser and Seller each shall be responsible for one-half of any title or escrow cancellation fee, or (ii) to accept the Property in its then condition, without any abatement or reduction in the Purchase Price, and receive an assignment of all of Seller’s rights to any condemnation award payable by reason of such taking. Purchaser’s failure to elect timely shall be deemed an election of (ii). If Purchaser elects to proceed under clause (ii) above, Seller shall not compromise, settle or adjust any claims to such award without Purchaser’s prior written consent. As used in this Section 13, “taking” shall mean any transfer of the Property or any portion thereof to a governmental entity (other than Seller) or other party with appropriate authority, by exercise of the power of eminent domain.

**14. Default.**

(a) No party shall be deemed to be in default hereunder unless such party fails to cure an alleged default within ten (10) days after receipt from the other party of written notice thereof; provided, however, that (i) if such alleged default is not susceptible of being cured within

said ten (10) day period, such party shall not be deemed in default hereunder so long as such party commences to cure the alleged default within said ten (10) day period and diligently prosecutes the same to completion within thirty (30) days; and (ii) no notice shall be required or cure period permitted in the event the alleged default is a failure to close the transaction contemplated hereby at the Closing.

(b) In the event of a default by Seller hereunder, Purchaser's remedies shall be limited to, (i) terminating this Agreement by written notice to Seller, in which event the Deposit shall be returned to Purchaser, and neither party shall have any further rights, obligations, or liabilities hereunder, or (ii) enforcing Seller's obligations hereunder by a suit for specific performance, in which event Purchaser may seek such injunctive relief as may be necessary to prevent Seller's disposition of the Property pending final judgment in such suit.

(c) In the event of a default by Purchaser hereunder, Seller shall be entitled, to terminate this Agreement by written notice to Purchaser, in which event, the Deposit shall be retained by Seller as liquidated damages, to the extent permitted by the CMC; thereafter, neither party shall have any further rights, obligations, or liabilities hereunder. The parties acknowledge and agree that the actual damages in such event are uncertain in amount and difficult to ascertain, and that said amount of liquidated damages was reasonably determined, and not intended as a penalty.

## **15. Escrow.**

(a) Instructions. Within five (5) business days after execution of this Agreement, Purchaser shall deposit a copy of this Agreement executed by both Purchaser and Seller with Escrow Agent. This Agreement, together with such further instructions, if any, as the parties shall provide to Escrow Agent by written agreement, shall constitute the escrow instructions. If any requirements relating to the duties or obligations of Escrow Agent hereunder are not acceptable to Escrow Agent, or if Escrow Agent requires additional instructions, the parties hereto agree to make such deletions, substitutions and additions hereto as Seller and Purchaser shall mutually approve, which additional instructions shall not substantially alter the terms of this Agreement unless otherwise expressly agreed to by Seller and Purchaser.

(b) Deposits into Escrow. Seller shall make its deliveries into escrow in accordance with Section 8. Purchaser shall make his deliveries into escrow in accordance with Section 9. Escrow Agent is hereby authorized to close the escrow only if and when: (i) Escrow Agent has received all items to be delivered by Seller and Purchaser pursuant to Sections 8 and 9; and (ii) Title Company can and will issue the Title Policy concurrently with the Closing.

(c) Close of Escrow. Provided that Escrow Agent shall not have received written notice in a timely manner from Purchaser or Seller of the failure of any condition to the Closing or of the termination of the escrow, and if and when Seller and Purchaser have deposited into escrow the matters required by this Agreement and Title Company can and will issue the Title Policy concurrently with the Closing, Escrow Agent shall:

(1) Deliver to Seller the Purchase Price, including all Closing Costs and other recoverable costs, after satisfying the prorations and adjustments to be paid by Seller pursuant to Section 10, if any.

(2) Deliver to Purchaser the Quitclaim Deed by causing it to be recorded in the Official Records of the Cordova Recording District, Third Judicial District, State of Alaska and immediately upon recording delivering to Purchaser a conformed copy of the Quitclaim Deed.

(3) Deliver to Purchaser any funds deposited by Purchaser, and any interest earned thereon, in excess of the amount required to be paid by Purchaser hereunder.

(4) Deliver the Title Policy issued by Title Company to Purchaser.

## **16. Indemnification.**

(a) General Indemnification. Purchaser shall defend, indemnify, and hold the Seller and its authorized representatives, agents, officers, and employees harmless from and against any and all actions, suits, claims, demands, penalties, fines, judgments, liabilities, settlements, damages, or other costs or expenses (including, without limitation, attorneys' fees, court costs, litigation expenses, and consultant and expert fees) resulting from, arising out of, or related in any way to the Property, the sale of the Property, or the contents of the Property, including claims relating to any personal property. This obligation shall survive closing.

(b) Environmental Release and Indemnification. The Seller makes no representation or warranty whatsoever, whether express, implied, or statutory, regarding the presence or absence of any Hazardous Material (as hereafter defined) on the Property. Purchaser releases the Seller and its authorized representatives, agents, officers, and employees from any and all actions, suits, claims, demands, penalties, fines, judgments, liabilities, settlements, damages, or other costs or expenses (including, without limitation, attorneys' fees, court costs, litigation expenses, and consultant and expert fees) that result from the presence, use, keeping, storage, or disposal of Hazardous Material in, on, or about the Property, or that arise out of or result from Purchaser's occupancy or use of the Property or the use or occupancy of the Property by Purchaser's employees, agents, servants, customers, contractors, subcontractors, sub-lessees, invitees (other than the City), or authorized representatives. This release includes, without limitation, any and all costs incurred due to any investigation of the Property or any cleanup, removal, or restoration mandated by a federal, state, or local agency or political subdivision, or by law or regulation. Purchaser agrees that it shall be fully liable for all costs and expenses related to the use, storage, and disposal of Hazardous Material generated, kept, or brought on the Property, whether by Purchaser, his, her or its employees, agents, servants, customers, contractors, subcontractors, sub-lessees, invitees, or authorized representatives, or any other party.

Purchaser shall defend, indemnify, and hold the Seller and its authorized representatives, agents, officers, and employees harmless from and against any and all claims, demands, penalties, fines, judgments, liabilities, settlements, damages, costs, or expenses (including, without limitation, attorneys' fees, court costs, litigation expenses, and consultant and expert fees) of whatever kind or nature, known or unknown, contingent or otherwise, arising in whole or in part

from or in any way related to: (i) the presence, disposal, release, or threatened release of any such Hazardous Material on or from the Property, soil, water, ground water, vegetation, buildings, personal property, persons, animals, or otherwise; (ii) any personal injury or property damage arising out of or related to such Hazardous Material; (iii) any lawsuit brought or threatened, settlement reached, or government order relating to such Hazardous Material; and (iv) any violation of any laws applicable to such Hazardous Material.

As used in this agreement, "Hazardous Material" means any substance which is toxic, ignitable, reactive, or corrosive or which is regulated by any federal, state, or local law or regulation, as now in force or as may be amended from time to time, relating to the protection of human health or the environment, as well as any judgments, orders, injunctions, awards, decrees, covenants, conditions, or other restrictions or standards relating to the same. "Hazardous Material" includes any and all material or substances that are defined as "hazardous waste," "extremely hazardous waste," or a "hazardous substance" under any law or regulation.

The obligations imposed by this Section 16 shall survive Closing and delivery of the Quitclaim Deed.

#### **17. General Provisions.**

(a) Each individual executing this Agreement hereby represents and warrants that he or she has the capacity set forth on the signature pages hereof with full power and authority to bind the party on whose behalf he or she is executing this Agreement to the terms hereof.

(b) Time is of the essence in the performance of and compliance with each of the provisions and conditions of this Agreement. In the computation of any period of time provided for in this Agreement or by law, the day of the act or event from which such period of time runs shall be excluded, and the last day of such period shall be included, unless it is a Saturday, Sunday or legal holiday, in which case the period shall be deemed to run until the end of the next business day.

(c) Seller represents and warrants to Purchaser, and Purchaser represents and warrants to Seller, that there is no broker, finder, or other intermediary of any kind with whom such party has dealt in connection with the transaction contemplated hereby, and each party agrees to indemnify, defend, and hold harmless the other from any claim made by any broker or agent alleging entitlement to any fee or commission as a result of having dealt with the indemnifying party.

(d) This Agreement, including all exhibits attached hereto, constitutes the entire agreement and understanding of the parties with respect to the subject matter hereof, and there are no other prior or contemporaneous written or oral agreements, undertakings, promises, warranties, or covenants with respect thereto not contained herein.

(e) This Agreement may be amended or modified only by a written instrument executed by all of the parties hereto.

(f) No waiver of any condition or provision of this Agreement by any party shall be valid unless in writing signed by such party. No such waiver shall be deemed or construed as a waiver of any other or similar provision or of any future event, act, or default.

(g) If any provision of this Agreement is deemed unenforceable in whole or part, such provision shall be limited to the extent necessary to render the same valid or shall be deemed excised from this Agreement and replaced by a valid provision as close in meaning and intent as the excised provision, as circumstances require, and this Agreement shall be construed as if said provision had been incorporated herein as so limited or as so replaced, as the case may be.

(h) Headings of articles and sections herein are for convenience of reference only and shall not be construed as part of this Agreement.

(i) This Agreement shall be binding upon and shall inure to the benefit of the parties hereto and their respective heirs, executors, administrators, successors, and permitted assigns.

(j) This Agreement shall be governed by and construed in accordance with the laws of the State of Alaska.

(k) This Agreement may be executed in multiple counterparts, each of which shall be deemed an original but all of which, taken together, shall constitute a single instrument.

(l) In no event shall this Agreement be construed more strongly against any one person solely because such person or its representative acted as draftsman hereof, it being acknowledged by the parties hereto that both have been represented by competent legal counsel, that this Agreement has been subject to substantial negotiation, and that all parties have contributed substantially to the preparation of this Agreement.

(m) Any notice, request, demand, instruction or other document to be given or served hereunder or under any document or instrument executed pursuant hereto shall be in writing and shall be sent by United States registered or certified mail, return receipt requested, postage prepaid and addressed as follows:

Seller: City of Cordova  
Attn: City Manager  
P. O. Box 1210  
Cordova, Alaska 99574

With copy to  
Michael J. Schwarz  
Birch Horton Bittner & Cherot, PC  
510 L. Street, Suite 700  
Anchorage, Alaska 99501

Purchaser: XXX

Escrow Agent: XXX

Title Company: XXX

Any party may change its address for notice by written notice given to the other in the manner provided in this Section. Any such communication, notice or demand shall be deemed to have been duly given or served on the date three (3) days after being placed in the U.S. Mail.

(n) The parties agree to execute such instructions to Escrow Agent and Title Company and such other instruments and to do such further acts as may be reasonably necessary to carry out the provisions of this Agreement on terms mutually acceptable to Purchaser and Seller.

(o) Notwithstanding anything to the contrary contained herein, this Agreement shall not be deemed or construed to make the parties hereto partners or joint venturers, or to render either party liable for any of the debts or obligations of the other, it being the intention of the parties to merely create the relationship of Seller and Purchaser with respect to the Property to be conveyed as contemplated hereby.

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**EXHIBIT A**  
Description of the Property

**EXHIBIT B**  
Form of Quitclaim Deed

**Property Number One: Lots 19-25, Block X, Original Townsite (Central Business District)**

**Proposal 1: Mixed-Use Development**

**Submitted by: Harborfront Development Co.**

**Date: April 24, 2025**

**Contact: Sarah Thompson, Project Director**

**Email: sarah@harborfrontdev.com**

**Phone: (907) 555-7890**

**Executive Summary**

Harborfront Development Co. proposes to purchase Lots 19-25, Block 6, Original Townsite (14,000 sq ft, zoned Central Business District, CMC 18.28) to develop **Cordova Town Square**, a mixed-use building with ground-floor retail, second-floor offices, and eight affordable residential units on the third floor. This project aligns with the **Cordova Comprehensive Plan** goals of economic growth, housing availability, and cultural preservation, enhancing downtown Cordova's vibrancy.

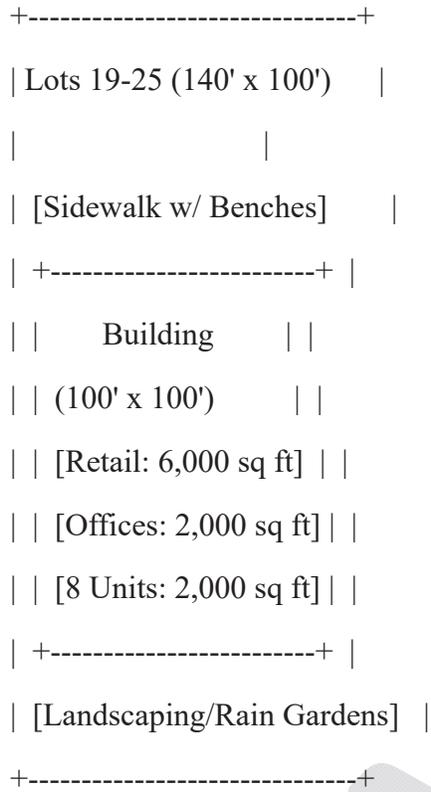
**Site Plan**

**Description:** The 14,000 sq ft site (seven 2,000 sq ft lots) will host a 10,000 sq ft building, adhering to CMC 18.28 requirements (no setbacks required, 35 ft height limit, 100% lot coverage allowed). The plan includes pedestrian-friendly features and sustainable landscaping.

**Key Features:**

- **Building Footprint:** 10,000 sq ft (100' x 100'), centered on the lot.
- **Parking:** 25 spaces (15 commercial, 10 residential) in an adjacent leased lot, as permitted by CMC 18.28.050.
- **Pedestrian Access:** 8-ft-wide sidewalk with benches and bike racks along Main Street.
- **Landscaping:** 1,000 sq ft of native plants and rain gardens at corners.
- **Drainage:** Permeable pavers and stormwater retention to meet Public Works standards.

**Site Plan Diagram (Conceptual):**



**Architectural Drawings**

**Description:** The three-story building blends modern and historic elements, using cedar shingles and large windows to reflect Cordova’s coastal heritage. It complies with CMC 18.28 and incorporates sustainable features.

**Key Features:**

- **Ground Floor:** 6,000 sq ft retail (divisible into 3–4 stores, e.g., bookstore, bakery).
- **Second Floor:** 2,000 sq ft office space (2–3 suites for local professionals).
- **Third Floor:** Eight 500 sq ft apartments (4 studios, 4 one-bedroom).
- **Exterior:** Cedar shingle facade, white trim, flat roof with green roofing. Height: 30 ft.
- **Accessibility:** ADA-compliant entrances, elevator, and parking.
- **Sustainability:** Solar panels, high-efficiency HVAC, and low-E windows.

**Conceptual Elevation (Front View):**

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[Flat Green Roof]	
[Balconies, 3rd Floor]	
[Windows, 2nd Floor]	
[Storefronts, 1st Floor]	
[Cedar Shingles]	

**Business Plan**

**Overview:** Cordova Town Square will revitalize downtown by providing retail, office, and housing options, supporting Comprehensive Plan Goal 1 (Economic Development) and Goal 3 (Housing).

**Market Analysis:**

- **Demand:** Downtown Cordova lacks diverse retail and affordable housing (Comprehensive Plan, p. 45).
- **Competitors:** Limited retail options; no new apartments in the CBD.
- **Target Market:** Residents, tourists, and small businesses.

**Financial Projections:**

- **Development Cost:** \$4 million (land: \$200,000; construction: \$3.5 million; permits: \$300,000).
- **Revenue Streams:**
  - Retail Leases: \$180,000/year (80% occupancy).
  - Office Leases: \$60,000/year.
  - Residential Rentals: \$115,200/year (\$1,200/month/unit).
- **Break-Even:** Year 4, assuming 75% occupancy.
- **Funding:** 40% bank loan, 40% private investors, 20% Harborfront equity.

**Operations:**

- **Staffing:** 10 employees (property management: 4; maintenance: 6).
- **Timeline:**
  - Permitting: May–July 2025.
  - Construction: August 2025–January 2027.
  - Opening: Spring 2027.
- **Community Benefits:** 15 jobs, increased tax revenue, and housing for 12–16 residents.

**Compliance:** Meets CMC 18.28 (CBD zoning) with no variances required. Supports Comprehensive Plan objectives for downtown revitalization.

**Past Projects**

- **Anchorage Downtown Lofts (Anchorage, AK, 2022):** 12,000 sq ft mixed-use, \$5 million, 95% occupancy.
- **Homer Harbor Plaza (Homer, AK, 2020):** 8,000 sq ft retail/residential, \$3 million, completed on budget.

**Supporting Materials**

- **Topographical Survey:** Flat terrain, suitable for construction.
  - **Environmental Review:** No contaminants detected.
  - **Community Engagement:** Public meeting planned for May 2025; letters of support from Cordova Chamber of Commerce.
-

**Property Number One: Lots 19-25, Block X, Original Townsite (Central Business District)**

**Proposal 2: Community Center**

**Submitted by: Cordova Community Builders**

**Contact: James Rivera, Executive Director**

**Email: james@cordovabuilders.org**

**Phone: (907) 555-2345**

**Executive Summary**

Cordova Community Builders proposes to develop a **Cordova Unity Center** on Lots 19-25, a 7,000 sq ft single-story facility offering recreational, educational, and event spaces. The project supports Comprehensive Plan Goal 4 (Quality of Life) and complies with CMC 18.28.

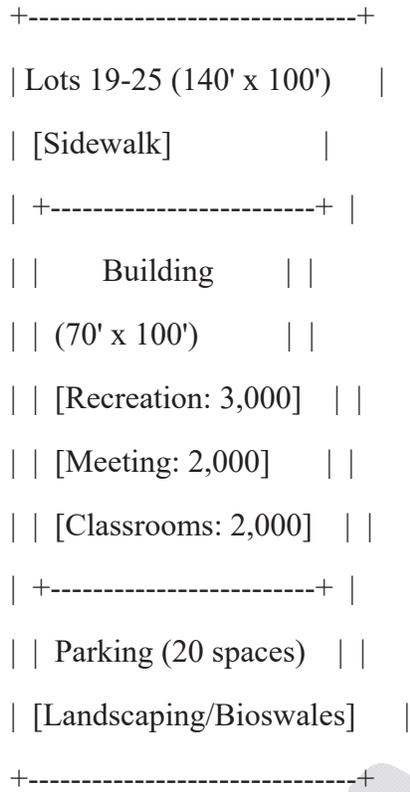
**Site Plan**

**Description:** The 7,000 sq ft building occupies half the 14,000 sq ft site, with the remainder dedicated to parking and green space.

**Key Features:**

- **Building Footprint:** 7,000 sq ft (70' x 100').
- **Parking:** 20 spaces (2 ADA) on-site.
- **Pedestrian Access:** 6-ft-wide sidewalk with crosswalks.
- **Landscaping:** 2,000 sq ft of native shrubs and trees.
- **Drainage:** Bioswales for stormwater management.

**Site Plan Diagram:**



**Architectural Drawings**

**Description:** A modern, single-story design with a flat roof and glass facade, emphasizing accessibility and sustainability.

**Key Features:**

- **Interior:** 3,000 sq ft gym, 2,000 sq ft meeting hall, 2,000 sq ft classrooms.
- **Exterior:** Brick veneer, green roof. Height: 15 ft.
- **Accessibility:** ADA-compliant ramps, doors, and restrooms.
- **Sustainability Nawabganj:** Geothermal heating, LED lighting.

**Conceptual Elevation:**

[Flat Green Roof]
[Glass Facade]
[Main Entrance w/ Ramp]

**Business Plan**

**Overview:** The Unity Center will host fitness classes, workshops, and events, addressing the lack of community spaces (Comprehensive Plan, p. 60).

**Market Analysis:**

- **Demand:** No dedicated community center in downtown Cordova.
- **Target Market:** Families, seniors, and youth groups.

**Financial Projections:**

- **Development Cost:** \$2.8 million (land: \$200,000; construction: \$2.3 million; permits: \$300,000).
- **Revenue Streams:**
  - Memberships: \$100,000/year (150 members).
  - Event Rentals: \$50,000/year.
- **Break-Even:** Year 3.
- **Funding:** 50% grants, 30% donations, 20% equity.

**Operations:**

- **Staffing:** 8 employees.
- **Timeline:** Construction: July 2025–September 2026. Opening: Fall 2026.
- **Community Benefits:** 10 jobs, educational programs, and event space for 200+ attendees.

**Compliance:** Complies with CMC 18.28; site plan review per CMC 18.28.020.

### **Past Projects**

- **Valdez Community Hub (Valdez, AK, 2023):** 6,000 sq ft, \$2.5 million, serves 400 residents monthly.
- **Sitka Recreation Center (Sitka, AK, 2021):** 5,000 sq ft, \$2 million, completed on schedule.

### **Supporting Materials**

- **Environmental Review:** No hazards.
  - **Community Engagement:** Partnership with Cordova School District.
- 

SAMPLE

**Property Number One: Lots 19-25, Block X, Original Townsite (Central Business District)**

**Proposal 3: Boutique Hotel**

**Submitted by: Coastal Retreats Ltd.**

**Contact: Laura Bennett, CEO**

**Email: [laura@coastalretreats.com](mailto:laura@coastalretreats.com)**

**Phone: (907) 555-3456**

**Executive Summary**

Coastal Retreats proposes a 20-room **Cordova Heritage Inn** on Lots 19-25, catering to tourists and business travelers. The project supports Comprehensive Plan Goal 1 (Economic Growth) and complies with CMC 18.28.

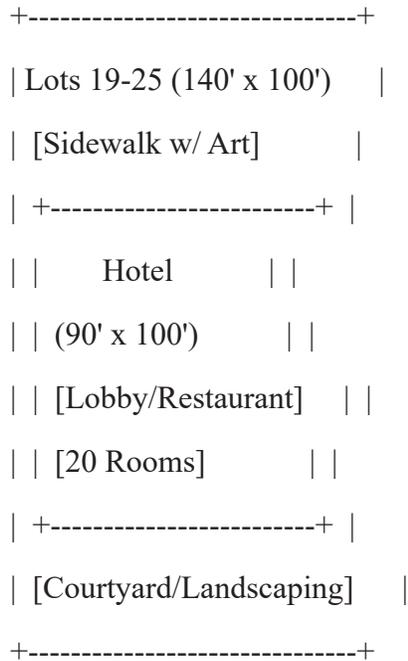
**Site Plan**

**Description:** A 9,000 sq ft, three-story hotel with parking and a small courtyard.

**Key Features:**

- **Building Footprint:** 9,000 sq ft (90' x 100').
- **Parking:** 15 spaces off-site (leased).
- **Pedestrian Access:** 6-ft sidewalk with art installations.
- **Landscaping:** 1,500 sq ft courtyard with native plants.

**Site Plan Diagram:**



**Architectural Drawings**

**Description:** A historic-inspired design with modern amenities, using wood siding and stone accents.

**Key Features:**

- **Ground Floor:** 2,000 sq ft lobby, 1,000 sq ft restaurant.
- **Upper Floors:** 20 rooms (400 sq ft each).
- **Exterior:** Wood siding, pitched roof. Height: 32 ft.
- **Accessibility:** ADA-compliant.
- **Sustainability:** Solar water heaters, energy-efficient lighting.

### Conceptual Elevation:

---

/ [Pitched Roof] \

/ [Windows, 2nd/3rd Floor] \

| [Restaurant/Lobby] |

| [Wood Siding/Stone] |

\_\_\_\_\_

### Business Plan

**Overview:** The inn will boost tourism, supporting Comprehensive Plan Goal 1.

### Market Analysis:

- **Demand:** Growing tourism in Cordova (Comprehensive Plan, p. 30).
- **Target Market:** Tourists, business travelers.

### Financial Projections:

- **Development Cost:** \$3.5 million.
- **Revenue:** \$300,000/year (70% occupancy).
- **Break-Even:** Year 3.
- **Funding:** 60% loan, 40% equity.

### Operations:

- **Staffing:** 15 employees.
- **Timeline:** Opening: Spring 2027.
- **Community Benefits:** 20 jobs, increased tourism revenue.

**Compliance:** Meets CMC 18.28.

### Past Projects

- **Ketchikan Inn (Ketchikan, AK, 2022):** 25 rooms, \$4 million, 80% occupancy.
- **Seward Lodge (Seward, AK, 2020):** 15 rooms, \$2.5 million.

### Supporting Materials

- **Community Engagement:** Collaboration with local artists for decor.

**Property Number One: Lots 19-25, Block X, Original Townsite (Central Business District)**

**Proposal 4: Modern Apartment Complex**

**Submitted by: Northern Sky Properties**

**Contact: David Kim, Project Manager**

**Email: david@northernsky.com**

**Phone: (907) 555-4567**

**Executive Summary**

Northern Sky proposes a 12-unit **Cordova Heights Apartments** on Lots 19-25, offering affordable housing. The project aligns with Comprehensive Plan Goal 3 (Housing).

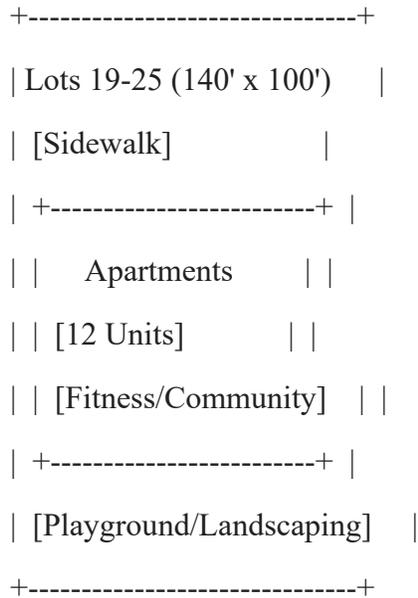
**Site Plan**

**Description:** A 10,000 sq ft, three-story building with parking and amenities.

**Key Features:**

- **Building Footprint:** 10,000 sq ft.
- **Parking:** 20 spaces off-site.
- **Pedestrian Access:** 8-ft sidewalk.
- **Landscaping:** 1,000 sq ft green space with playground.

**Site Plan Diagram:**



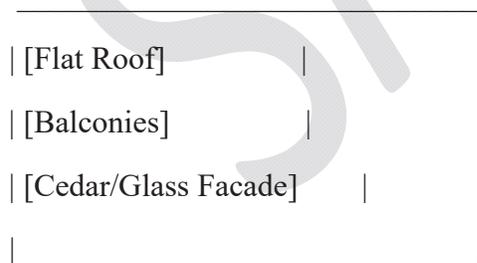
**Architectural Drawings**

**Description:** Modern design with cedar and glass, emphasizing affordability.

**Key Features:**

- **Interior:** 12 units (4 one-bedroom, 8 two-bedroom, 800–1,000 sq ft).
- **Exterior:** Cedar siding, flat roof. Height: 30 ft.
- **Sustainability:** Insulated windows, heat pumps.

**Conceptual Elevation:**



**Business Plan**

**Overview:** Addresses housing shortage (Comprehensive Plan, p. 50).

**Market Analysis:**

- **Demand:** High demand for affordable rentals.
- **Target Market:** Families, workers.

**Financial Projections:**

- **Development Cost:** \$3.8 million.
- **Revenue:** \$172,800/year (\$1,200/month/unit).
- **Break-Even:** Year 4.
- **Funding:** 50% loan, 50% grants.

**Operations:**

- **Staffing:** 5 employees.
- **Timeline:** Opening: Spring 2027.
- **Community Benefits:** Housing for 20–30 residents.

**Compliance:** Meets CMC 18.28.

**Past Projects**

- **Fairbanks Residences (Fairbanks, AK, 2023):** 15 units, \$4 million.
- **Juneau Apartments (Juneau, AK, 2021):** 10 units, \$3 million.

**Supporting Materials**

- **Community Engagement:** Resident survey conducted April 2025.
-

Browning Ave

Federal Ave

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Adams Ave

2nd St

2nd St

Browning Ave

Adams Ave

Cordova Telephone Cooperative

Alley 1

Alley 1

Alaskan Hotel & Bar

1st St

1st St

Gordova Center

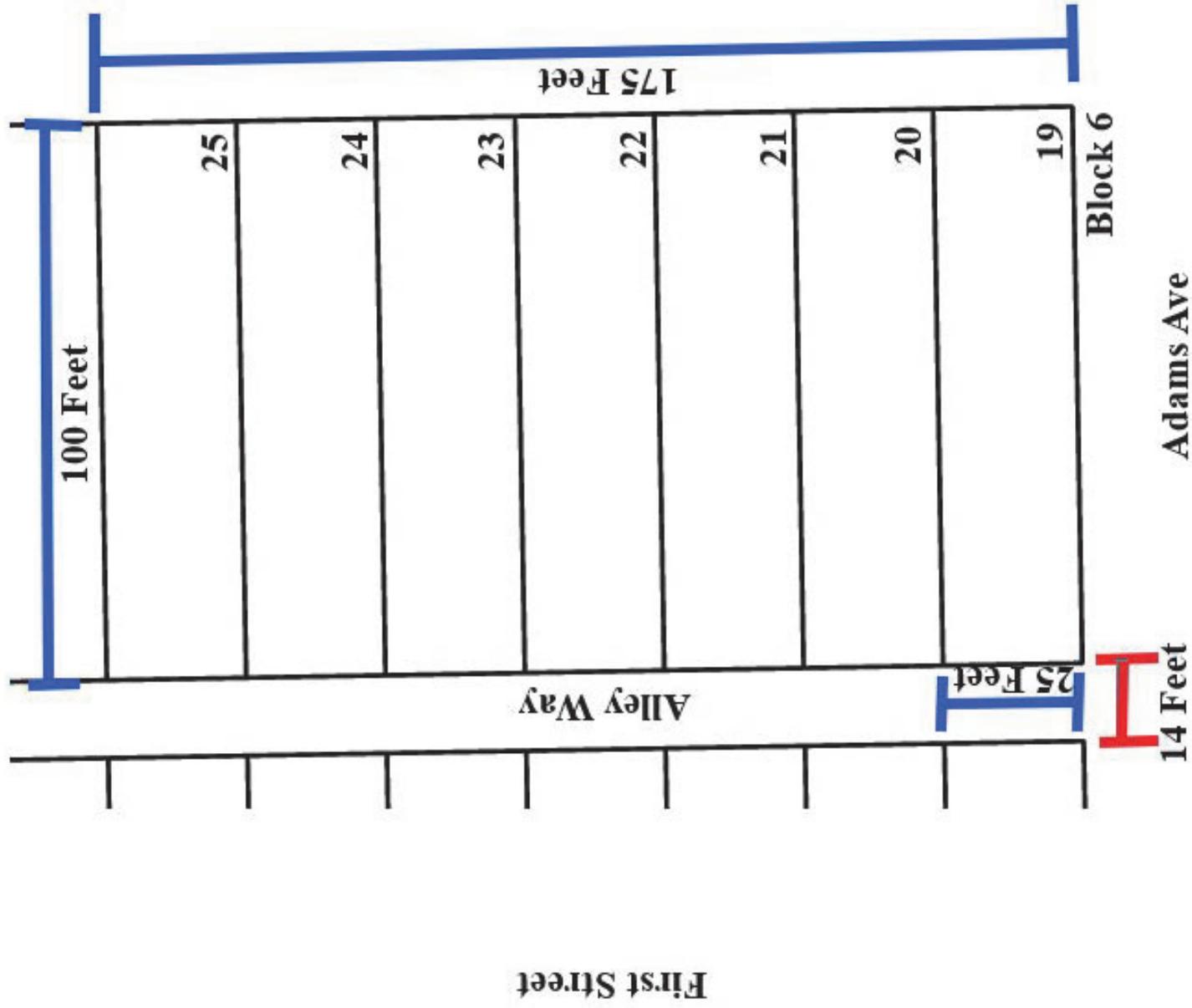
Pioneer Hall

Shoreside Petroleum

Adams Ave



**Lots 19-25, Block 6, Original Townsite**



Mt Eccles Elementary School

Second Street

First Street

**Property Number Two: Lot X, Block X, Tidewater Development Park (Waterfront Industrial District)**

**Proposal 1: Seafood Processing Facility**

**Submitted by: Ocean Harvest Industries**

**Contact: Rachel Lee, CEO**

**Email: rachel@oceanharvest.com**

**Phone: (907) 555-5678**

**Executive Summary**

Ocean Harvest proposes a 15,000 sq ft **Cordova Seafood Processing Plant** on Lot 1 (20,000 sq ft, zoned Waterfront Industrial, CMC 18.40), supporting local fisheries and Comprehensive Plan Goal 1 (Economic Development).

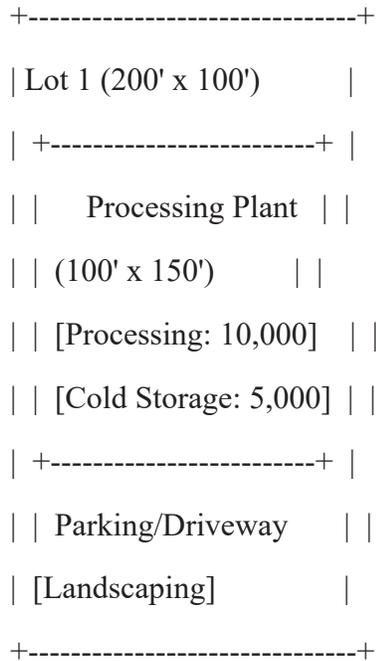
**Site Plan**

**Description:** The facility maximizes industrial use while meeting CMC 18.40 (10 ft setbacks, 35 ft height).

**Key Features:**

- **Building Footprint:** 15,000 sq ft (100' x 150').
- **Parking:** 20 spaces.
- **Access:** 20-ft-wide driveway for trucks.
- **Landscaping:** 2,000 sq ft native plants.

**Site Plan Diagram:**



**Architectural Drawings**

**Description:** Functional design with metal cladding.

**Key Features:**

- **Interior:** 10,000 sq ft processing, 5,000 sq ft cold storage.
- **Exterior:** Metal siding, flat roof. Height: 25 ft.
- **Sustainability:** Energy-efficient refrigeration.

**Conceptual Elevation:**



## **Business Plan**

**Overview:** Supports fishing industry, creating 30 jobs.

### **Market Analysis:**

- **Demand:** Strong seafood export market.
- **Target Market:** Local fishermen, global buyers.

### **Financial Projections:**

- **Development Cost:** \$5 million.
- **Revenue:** \$1.2 million/year.
- **Break-Even:** Year 3.
- **Funding:** 70% loan, 30% equity.

### **Operations:**

- **Staffing:** 30 employees.
- **Timeline:** Opening: Fall 2026.
- **Community Benefits:** Economic stability for fishermen.

**Compliance:** Meets CMC 18.40.

### **Past Projects**

- **Kodiak Processing (Kodiak, AK, 2022):** 12,000 sq ft, \$4 million.
- **Seward Plant (Seward, AK, 2020):** 10,000 sq ft, \$3.5 million.

### **Supporting Materials**

- **Community Engagement:** Partnership with Cordova fishermen.
-

**Property Number Two: Lot X, Block X, Tidewater Development Park (Waterfront Industrial District)**

**Proposal 2: Marine Research Facility**

**Submitted by: Pacific Research Group**

**Contact: Dr. Emily Chen, Director**

**Email: emily@pacificresearch.org**

**Phone: (907) 555-6789**

**Executive Summary**

Pacific Research proposes a 10,000 sq ft **Cordova Marine Research Center** on Lot 1, focusing on marine ecosystems and conservation, aligning with Comprehensive Plan Goal 2 (Sustainability).

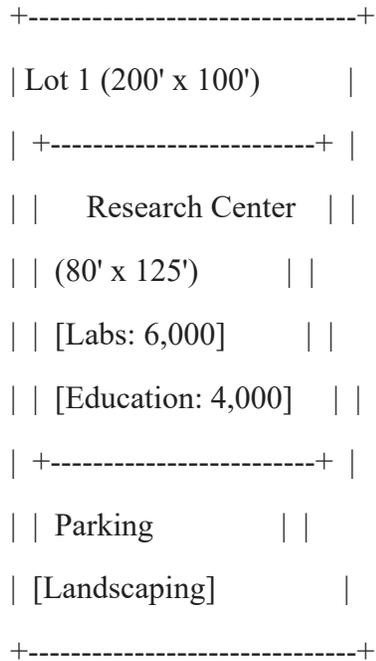
**Site Plan**

**Description:** A compact facility with research labs and public education space.

**Key Features:**

- **Building Footprint:** 10,000 sq ft (80' x 125').
- **Parking:** 15 spaces.
- **Landscaping:** 3,000 sq ft native plants.

**Site Plan Diagram:**



**Architectural Drawings**

**Description:** Modern design with glass and steel.

**Key Features:**

- **Interior:** 6,000 sq ft labs, 4,000 sq ft classrooms/exhibits.
- **Exterior:** Glass facade, flat roof. Height: 20 ft.
- **Sustainability:** Solar panels, rainwater harvesting.

**Conceptual Elevation:**



## **Business Plan**

**Overview:** Advances research and education, attracting grants.

### **Market Analysis:**

- **Demand:** Need for local marine research.
- **Target Market:** Researchers, students, tourists.

### **Financial Projections:**

- **Development Cost:** \$3.5 million.
- **Revenue:** \$200,000/year (grants, tours).
- **Break-Even:** Year 4.
- **Funding:** 80% grants, 20% equity.

### **Operations:**

- **Staffing:** 12 employees.
- **Timeline:** Opening: Spring 2027.
- **Community Benefits:** Educational programs, 10 jobs.

**Compliance:** Meets CMC 18.40.

### **Past Projects**

- **Monterey Research Lab (CA, 2023):** 8,000 sq ft, \$3 million.
- **Juneau Marine Center (Juneau, AK, 2021):** 6,000 sq ft, \$2.5 million.

### **Supporting Materials**

- **Community Engagement:** Partnership with Cordova schools.
-

**Property Number Two: Lot X, Block X, Tidewater Development Park (Waterfront Industrial District)**

**Proposal 3: Waterfront Park and Marina**

**Submitted by: Coastal Parks Inc.**

**Contact: Mark Wilson, President**

**Email: mark@coastalparks.com**

**Phone: (907) 555-7891**

**Executive Summary**

Coastal Parks proposes a **Cordova Waterfront Park and Marina** on Lot 1, offering recreational facilities and 30 boat slips, supporting Comprehensive Plan Goal 4 (Quality of Life).

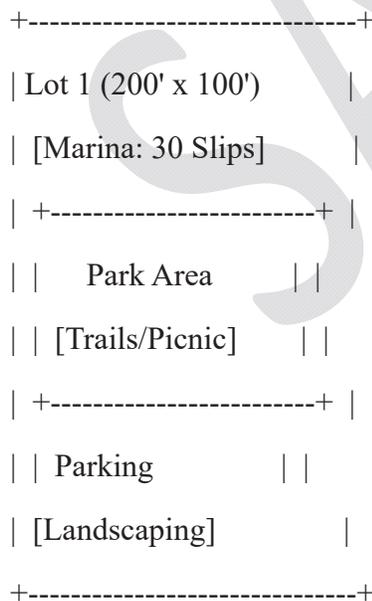
**Site Plan**

**Description:** A park with marina, trails, and green spaces.

**Key Features:**

- **Marina:** 30 slips (10,000 sq ft water area).
- **Park:** 8,000 sq ft with trails, picnic areas.
- **Parking:** 20 spaces.
- **Landscaping:** 2,000 sq ft native plants.

**Site Plan Diagram:**



## Architectural Drawings

**Description:** Minimalist design with functional structures.

### Key Features:

- **Structures:** Small pavilion, restrooms.
- **Materials:** Wood and steel, green roof on pavilion.
- **Sustainability:** Solar-powered lighting.

### Conceptual Elevation (Pavilion):

[Green Roof]	
[Wood/Steel Structure]	
[Open Sides]	

## Business Plan

**Overview:** Enhances recreation and tourism.

### Market Analysis:

- **Demand:** Need for public waterfront access.
- **Target Market:** Residents, boaters, tourists.

### Financial Projections:

- **Development Cost:** \$2 million.
- **Revenue:** \$100,000/year (slip rentals, events).
- **Break-Even:** Year 5.
- **Funding:** 60% grants, 40% equity.

### Operations:

- **Staffing:** 5 employees.
- **Timeline:** Opening: Summer 2026.
- **Community Benefits:** Public access, 5 jobs.

**Compliance:** Meets CMC 18.40; Conditional Use Permit for marina.

**Past Projects**

- **Homer Marina (Homer, AK, 2022):** 40 slips, \$2.5 million.
- **Ketchikan Park (Ketchikan, AK, 2020):** 5,000 sq ft, \$1.5 million.

**Supporting Materials**

- **Community Engagement:** Public workshops planned.
- 

SAMPLE

**Property Number Two: Lot X, Block X, Tidewater Development Park (Waterfront Industrial District)**

**Proposal 4: Aquaculture Facility**

**Submitted by: BlueWave Aquaculture**

**Contact: Anna Patel, CEO**

**Email: [anna@bluewaveaqua.com](mailto:anna@bluewaveaqua.com)**

**Phone: (907) 555-8901**

**Executive Summary**

BlueWave proposes a 12,000 sq ft **Cordova Aquaculture Center** on Lot 1, focusing on sustainable fish and shellfish farming, supporting Comprehensive Plan Goal 2 (Sustainability).

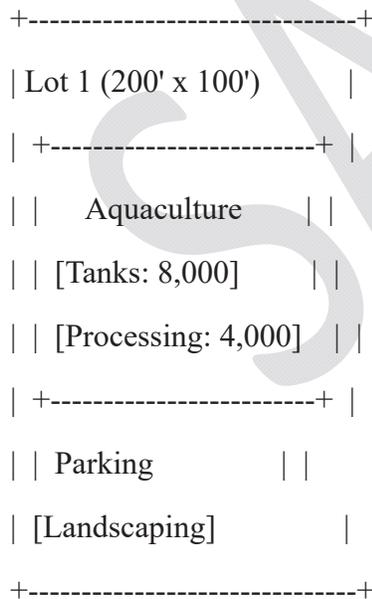
**Site Plan**

**Description:** A facility with tanks and processing areas.

**Key Features:**

- **Building Footprint:** 12,000 sq ft (80' x 150').
- **Parking:** 15 spaces.
- **Landscaping:** 2,000 sq ft native plants.

**Site Plan Diagram:**



## Architectural Drawings

**Description:** Functional design with metal and glass.

### Key Features:

- **Interior:** 8,000 sq ft tanks, 4,000 sq ft processing.
- **Exterior:** Metal siding, flat roof. Height: 20 ft.
- **Sustainability:** Recirculating water systems.

### Conceptual Elevation:

[Flat Roof]	
[Metal/Glass Facade]	
[Loading Area]	

## Business Plan

**Overview:** Supports sustainable fisheries, creating 20 jobs.

### Market Analysis:

- **Demand:** Growing aquaculture market.
- **Target Market:** Local and global markets.

### Financial Projections:

- **Development Cost:** \$4 million.
- **Revenue:** \$800,000/year.
- **Break-Even:** Year 4.
- **Funding:** 60% loan, 40% grants.

### Operations:

- **Staffing:** 20 employees.
- **Timeline:** Opening: Spring 2027.
- **Community Benefits:** Economic diversification.

**Compliance:** Meets CMC 18.40.

**Past Projects**

- **Sitka Aquaculture (Sitka, AK, 2023):** 10,000 sq ft, \$3.5 million.
- **Kodiak Farm (Kodiak, AK, 2021):** 8,000 sq ft, \$3 million.

**Supporting Materials**

- **Community Engagement:** Partnership with local fishermen.
- 

SAMPLE

**Property Number Two: Lot X, Block X, Tidewater Development Park (Waterfront Industrial District)**

**Proposal 5: Renewable Energy Plant**

**Submitted by: GreenTide Energy**  
**Contact: Thomas Nguyen, CEO**  
**Email: thomas@greentideenergy.com**  
**Phone: (907) 555-9012**

**Executive Summary**

GreenTide proposes a **Cordova Tidal Energy Plant** on Lot 1, generating clean energy, supporting Comprehensive Plan Goal 2 (Sustainability).

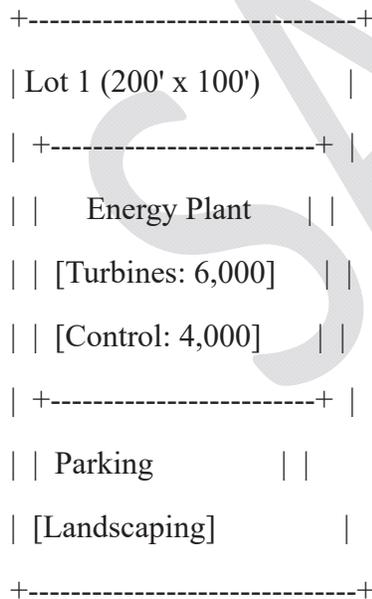
**Site Plan**

**Description:** A 10,000 sq ft facility with tidal turbines.

**Key Features:**

- **Building Footprint:** 10,000 sq ft (80' x 125').
- **Parking:** 10 spaces.
- **Landscaping:** 3,000 sq ft native plants.

**Site Plan Diagram:**



## Architectural Drawings

**Description:** Industrial design with sustainable features.

### Key Features:

- **Interior:** 6,000 sq ft turbine housing, 4,000 sq ft control rooms.
- **Exterior:** Steel cladding, flat roof. Height: 25 ft.
- **Sustainability:** Zero-emission energy production.

### Conceptual Elevation:

[Flat Roof]	
[Steel Cladding]	
[Main Entrance]	

## Business Plan

**Overview:** Provides clean energy, reducing costs.

### Market Analysis:

- **Demand:** Need for renewable energy.
- **Target Market:** Cordova residents, businesses.

### Financial Projections:

- **Development Cost:** \$5 million.
- **Revenue:** \$300,000/year (energy sales).
- **Break-Even:** Year 5.
- **Funding:** 70% grants, 30% equity.

### Operations:

- **Staffing:** 10 employees.
- **Timeline:** Opening: Fall 2027.
- **Community Benefits:** Lower energy costs, 10 jobs.

**Compliance:** Meets CMC 18.40; Conditional Use Permit for turbines.

**Past Projects**

- **Homer Tidal Plant (Homer, AK, 2023):** 8,000 sq ft, \$4 million.
- **Seward Wind Farm (Seward, AK, 2021):** 6,000 sq ft, \$3 million.

**Supporting Materials**

- **Community Engagement:** Public forums planned.
- 

**Submission Details**

All proposals are submitted as sealed bids per **CMC 5.22.070**, with a 5% bid bond. Each proposer commits to collaborating with the Planning Department and Public Works. We request pre-application conferences and align with the Planning Commission’s criteria: zoning compliance, Comprehensive Plan alignment, community benefit, economic impact, and feasibility.



N Railroad Ave

Industry Rindustry Rd

4th St

Industry Rd

LPS Marine Supply

Ocean Beauty Seafoods

Anchor Bar & Grill

Prince William Sound Science Center

Cordova

Alaska Dept. of Fish and Game

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Reluctant Fisherman Inn



Alaska Marine Hwy

Prince William  
Sound Science  
Center

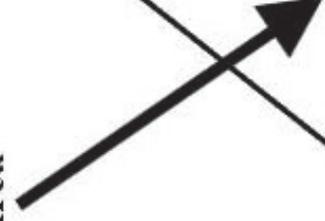
Ocean Beauty Seafoods

Alaska Marine Hwy

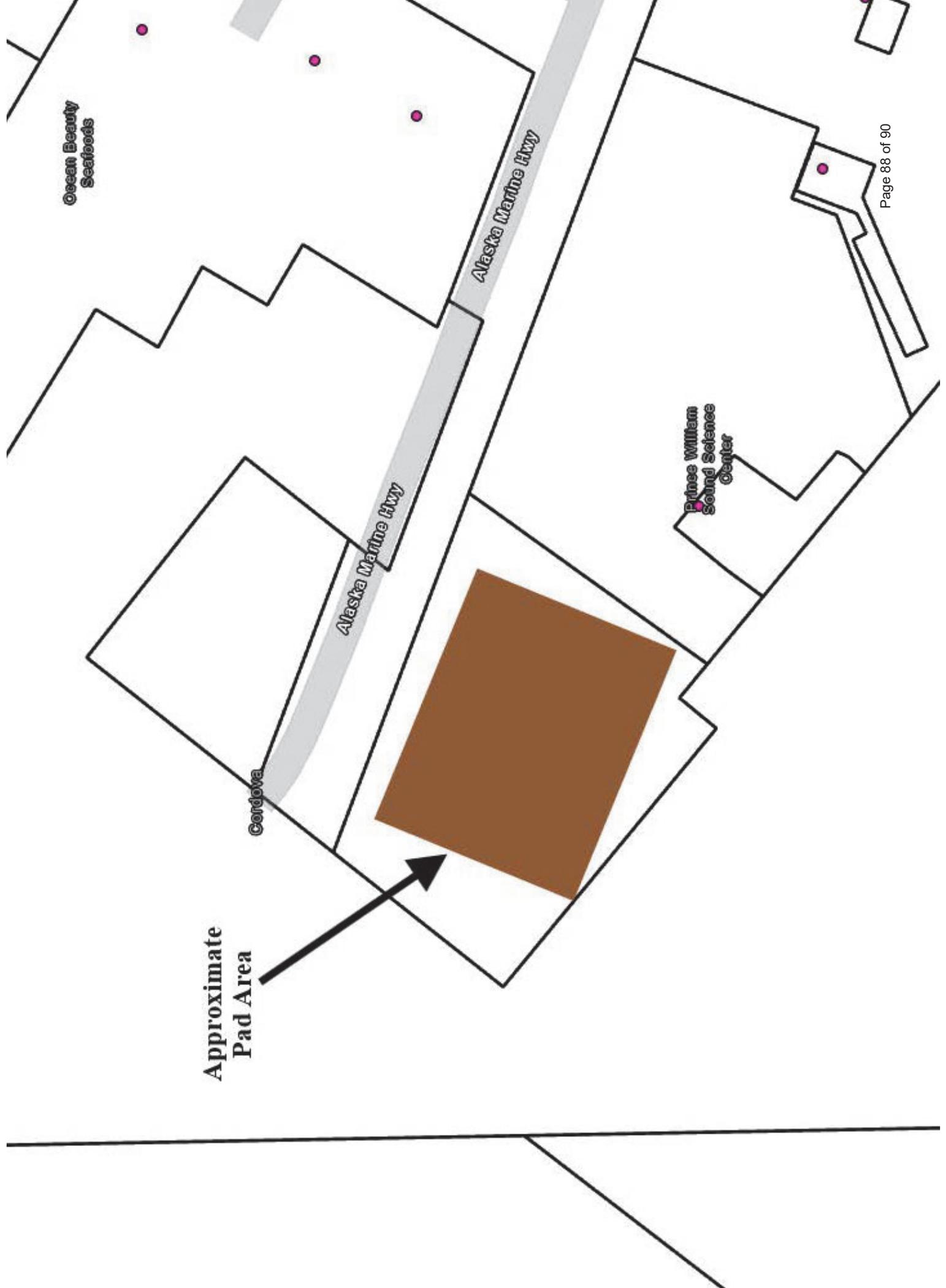
Alaska Marine Hwy

Prince William Sound Science Center

Approximate Pad Area



Cordova



# Uniform Scoring Criteria for Project Proposals in Cordova

## Purpose

This scoring framework ensures fair, unbiased evaluation of project proposals, aligning with Cordova’s community goals as outlined in the [Comprehensive Plan](#), [Municipal Code](#), and the original RFP criteria. The system provides clear standards to prioritize projects that best support Cordova’s vision and values.

---

## Scoring Guide

- Each section is assigned a maximum number of points, with evaluators scoring based on the standards defined above.
  - Total possible points: **120**.
  - To ensure fairness and transparency, evaluators should provide written justification for each score awarded, referencing specific criteria and evidence from the proposal.
- 

## Final Evaluation

- Proposals with the highest total scores will be prioritized, ensuring that the selected project aligns with Cordova’s goals and provides maximum benefit to the community.
  - Tie-breaking mechanism: In the event of a tie, proposals with higher scores in “Alignment with Comprehensive Plan Goals” and “Public Benefit and Community Impact” will take precedence.
- 

This updated scoring framework ensures that all project proposals are evaluated for compliance with the [Cordova Municipal Code](#), particularly concerning land disposal processes and zoning regulations, thereby aligning with the city's legal and community standards.

## Scoring Framework in Table Format

Criteria	Description	Points
<b>1. Alignment with Comprehensive Plan Goals</b>		<b>25</b>
- Consistency with Vision and Goals	Does the project support the vision and goals outlined in the Comprehensive Plan? Examples: economic growth, sustainability, and cultural preservation.	<b>15</b>
- Support for Key Strategies	Does the project align with specific strategies and actions identified in the Comprehensive Plan?	<b>10</b>
<b>2. Public Benefit and Community Impact</b>		<b>20</b>

<b>Criteria</b>	<b>Description</b>	<b>Points</b>
- Enhancement of Quality of Life	How does the project improve residents' daily lives (e.g., recreation, housing, public spaces)?	10
- Enhanced Design	Does the project promote enhanced architectural design for community members?	5
- Community Engagement	Was community input sought and incorporated into the proposal?	5
<b>3. Economic Development and Financial Viability</b>		<b>20</b>
- Economic Growth	Does the project directly create jobs, stimulate local business, or attract investment? (Included business plan is preferred)	10
- Financial Feasibility	What are the projects estimated monetary value once completed?	5
- Economic Benefit to City	Will the project generate long-term financial benefits (e.g., increased tax revenue, reduced city costs)?	5
<b>4. Sustainability and Environmental Stewardship</b>		<b>15</b>
- Environmental Impact	Does the project prioritize environmental sustainability and compliance with regulations?	10
- Long-Term Viability	Will the project have sustainable benefits and be resilient to future challenges?	5
<b>5. Proposer Qualifications and Experience</b>		<b>10</b>
- Track Record	Does the proposer have a history of successful, similar projects?	5
- Local Knowledge and Partnerships	Does the proposer demonstrate an understanding of Cordova's community and collaborate with local stakeholders?	5
<b>6. Implementation Plan and Risk Management</b>		<b>10</b>
- Feasibility and Timeline	Is the proposed timeline realistic and achievable?	5
- Risk Identification and Mitigation	Are potential risks identified with clear mitigation strategies?	5
<b>7. Adherence to Municipal Code and Legal Compliance</b>		<b>20</b>
- Compliance with Land Disposal Process	Does the project adhere to the requirements in <a href="#">Cordova Municipal Code Chapter 7.40</a>	5
- Zoning and Land Use Regulations	Does the project comply with all relevant zoning and land use regulations as outlined in the <a href="#">Municipal Code Title 18 Zoning</a>	15