



# A Brownfield Redevelopment Partnership

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Greater Oklahoma City Chamber  
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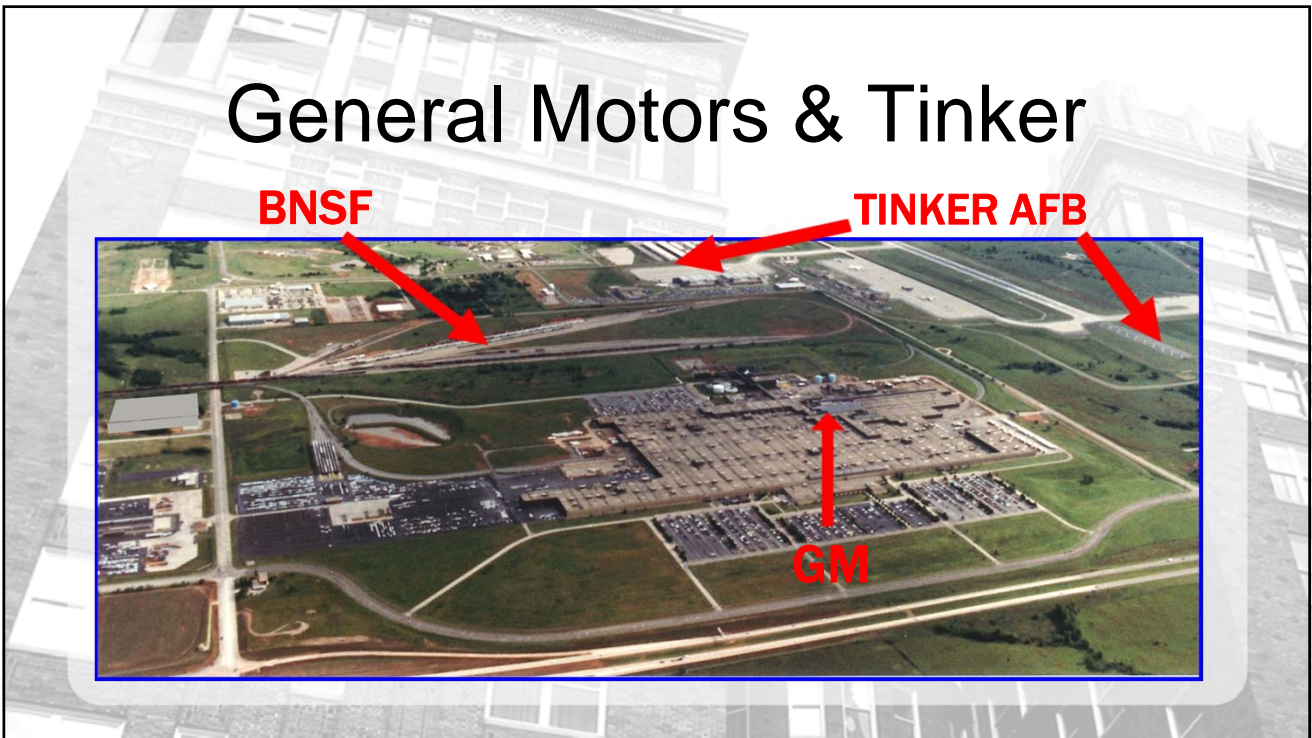
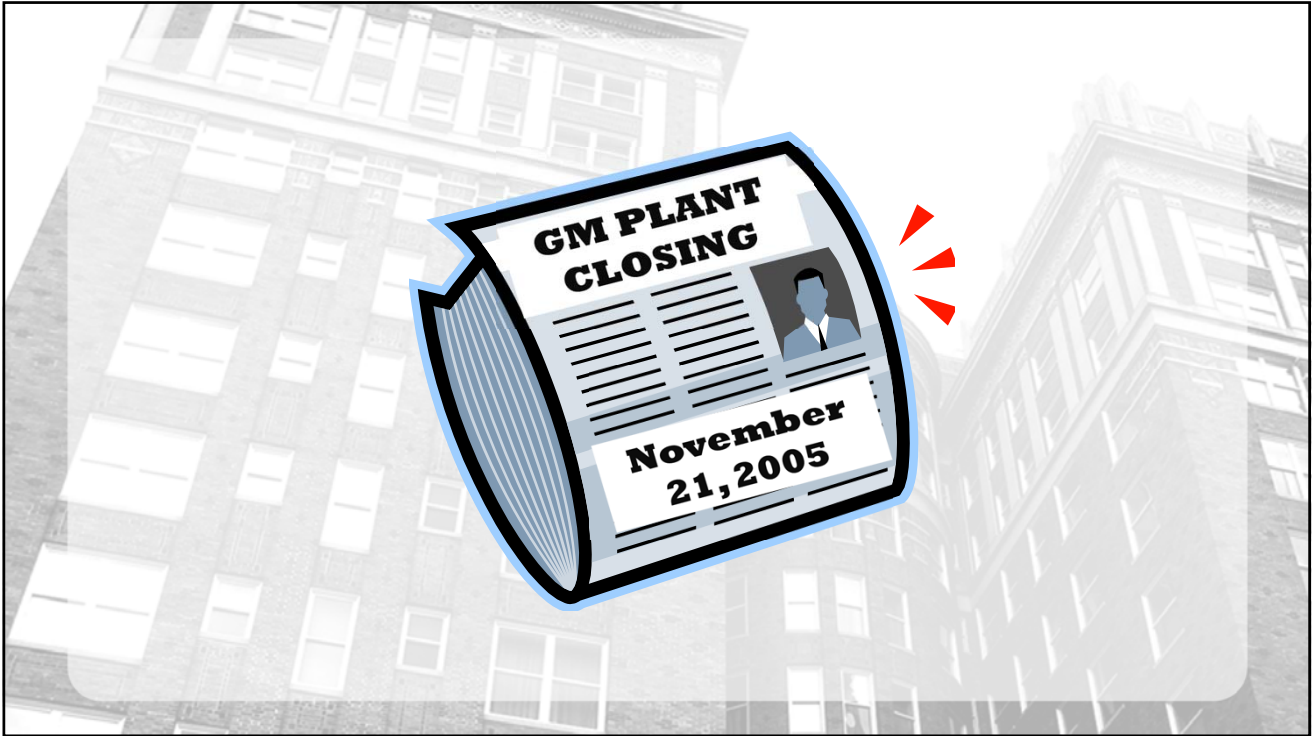
Oklahoma Brownfields  
CONFERENCE 2012  
MAY 22-23, 2012



# Tinker Aerospace Complex



October 23, 2008



## GM Closing – Now What?

- December 2005 meeting with GM
- Focus on best potential adaptive reuse
- UAW Contract Issue
- DoD/GM/Union Conversations in 2005
- Tinker AFB Commander conversations in 2005-2006

## GM Plant Closing as an Opportunity

- Why Tinker Aerospace Complex (TAC)?
- The team and how the business case came together
- All options for financing explored

## General Motors & Tinker

- GM Plant is 430 acres with 3.8M SF
- Tinker is State's largest single site employer – 27,000 workers
- TAC - engine maintenance, repair & manufacturing;
- TAFB will close 69 costly facilities

## Structure of the Deal

- 50 year lease with option to purchase
- \$1 consideration & reimbursement for some costs
- Tinker responsible for all maintenance, liability, etc.
- Long-term lease & Air Force to invest
- \$50M-\$100M over 5 years

## Brownfield Negotiations

- Air Force is risk adverse (at national/DC level)
- GM indicated this was a clean site
- Brownfields was best protection
- Need for Insurance Policy

## Lessons Learned

- Document your decision trail
- Understand the entire teams' perspective & address the issues from their point of view
- Lawyers – they are not usually solutions oriented
- The quality of your team
- Never assume the military has a good understanding of environmental law

# Questions?

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