

**ILLINOIS INTERNATIONAL
PORT DISTRICT**

3600 E. 95th Street
95th and the Lakefront
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Response to questions for Underwriting RFP

- Can the District provide the updated amortization schedule for the Series 2003 Bonds?
 - **RESPONSE:** Note 3 in the Annual Audited Financial Statements (posted on website) describes the Bonds including the sinking fund payment requirements.

- What is the District's intended purpose for the Series 2018 financing?
 - **RESPONSE:** Please refer to the RFP.

- Can the District provide an updated list of current leases, including lease expiration dates and annual rental fees?
 - **RESPONSE:** Note 4 in the Annual Audited Financial Statements (posted on IIPD's website) describes Minimum Future Rental income. The annual budget shows projected revenue for all leased facilities (posted on IIPD's website).

- What is the District's flexibility in renegotiating or terminating leases?
 - **RESPONSE:** Generally, all lease matters are considered on individual basis in accordance with the Illinois International Port District Act (70 ILCS 810/1, et seq.). The District offers no further response.

- Are any of the leases structured with Minimum Annual Guarantees?
 - **RESPONSE:** Yes, included in Minimum Future Rental income disclosed.



- What led to one tenant's share of revenue contribution rising from 29% to 41% for 2016?
 - **RESPONSE:** No additional response at this time. To the extent updated information is provided it will be made available on the IIPD's website.

- What were the main drivers behind the improved Land Leases and Licenses and Fee Revenues for 12/31/16?
 - **RESPONSE:** In 2016, the District transitioned into new management and implemented initiatives toward leasing opportunities for District lands and facilities.

- Can the District provide updates to the 2012 Strategic and Capital Needs Study?
 - **RESPONSE:** No response at this time. To the extent updated information is provided it will be made available on the IIPD's website.

- Is an updated strategic plan in progress? If so, can the District provide the plan or highlights of the new plan?
 - **RESPONSE:** No new or updated strategic plan is anticipated prior to the RFP response deadline. The District has no further response.

- What additional capital needs are needed in the near term?
 - **RESPONSE:** Please refer to the RFP.

- How does the District plan to finance ongoing needs?
 - **RESPONSE:** No response at this time. To the extent updated information is provided it will be made available on the IIPD's website.

- Does the District maintain a relationship with Olive-Harvey given the College's focus on Transportation and Logistics?
 - **RESPONSE:** The District has no current formal or contract relationship with this entity. Notwithstanding, the District continually looks for strategic alliances and

partnerships with both public and private enterprises where beneficial to advance the District's statutory objectives.

- Is the District's preference to receive Capital Markets proposals or is the District open to traditional bank financing?
 - **RESPONSE:** The District is open to suggestions on structuring different options and will consider all responses and proposals submitted in accordance with the general minimum requirements of the RFP.

- Although the District does not maintain taxing authority, are there plans to establish a TIF district or receive support from other municipal entities through grants or other means?
 - **RESPONSE:** No response at this time. To the extent updated information is provided it will be made available on the IIPD's website.

- Can the District provide any preliminary 12/31/17 results?
 - **RESPONSE:** The District's 2017 audited statements are posted on the IIPD website.

- What line item in the financial statements includes revenues derived from Harborside Golf Course?
 - **RESPONSE:** Harborside is leased to an operator and the related lease revenue is included as part of Land Lease Revenue.

- Can you provide a breakdown of the revenues over the past three years?
 - **RESPONSE:** Revenues are shown in 5 categories in the audited financial statements. Further details can be provided in an unaudited/proforma basis.

- Can the District provide a five year historical trend of cargo tons transported through the District?

- **RESPONSE:** No response at this time. To the extent updated information is provided it will be made available on the IIPD's website.