Aviation & Rail
Development Opportunities
With Telkite Enterprises LLC

Sawyer
INTERNATIONAL AIRPORT
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Introduction

Sawyer International Airport is a former Strategic Air Command Base of the US Air Force. Over 5,000 people were stationed at the base until 1995 when the facility was closed as part of the Base Realignment and Closure Act. At that time, over 2 million square feet of offices, homes, dormitories, a hospital, a water/sewer plant, warehouses and hangars were vacated by the military.

As a result, government employment data shows that military employment in the county dropped from its peak of 3,600 in 1993 to 167 (all non-base personnel) by 1996. Another 800 federal civilian jobs were lost as well. Marquette County’s population followed, dropping by 7.4 percent in 1995 and another 3.8 percent in 1996. Total income in the county fell 3.5 percent in 1995.

The Marquette County Board of Commissioners agreed to become the local redevelopment authority for the project in an effort to rebuild the economy devastated by the base closure, which was estimated to be $100 million annually. The County Commissioners were initially able to leverage over $50,000,000 in public funding, including multi-year “caretaker” and heat conversion assistance agreements from the Air Force Base Conversion Agency valued at $20,600,000. Additionally, the commissioners decided to move the existing Marquette County Airport from Negaunee, MI (a nearby town) to the former K.I. Sawyer Air Base. The new facility was named Sawyer International Airport.

In 2004, Telkite Enterprises LLC purchased approximately 1,000 acres of land and 750,000 sf of facilities, making them the largest private land holder at Sawyer and one of Marquette County’s strategic partners. Working together, Telkite assisted with the recruitment of the majority of tenants at Sawyer including: Biogenic Reagents, Argonics, Global Response, U.P. Propane, P&L Manufacturing, Frontier Medical Devices and Dice Inc. to name a few.

Today, Sawyer International Airport and Telkite Technology Park is an award-winning industrial park, receiving an Economic Development Administration Excellence in Rural Economic Development Award and Facility of the Year Award from the National Association of Installation Developers (NAID). It is home to a myriad of companies like Argonics, Superior Extrusion, Frontier Medical who were established by local owners and have grown at Sawyer and companies like Global Response, BWI, Dice and Polatch, which have expanded at Sawyer from outside the region. Most of these companies, have made significant investments in their Sawyer home. In some cases, for example Biogenic Reagents, have invested millions of dollars. The companies are generally industrial based with the majority of them utilizing natural resources such as lumber and pulp.

While much has been accomplished, there is still tremendous opportunities for growth. Marquette County and Telkite Enterprises, along with its various other economic development partners are committed to the realization of that growth and maximizing the land, building and infrastructure at Sawyer. The following pages will introduce you to opportunities that are specifically tied to the multi-modal logistics industry.
Executive Summary

Sawyer International Airport is located in the heart of Michigan’s Upper Peninsula. It is approximately 3 hours from Green Bay, Wisconsin; 8 hours from Detroit, Michigan; and 3 hours for Sault Ste. Marie, Canada.

It is located in the most densely populated county in the Upper Peninsula and one of the fastest growing regions.

Sawyer International Airport and Telkite Enterprises, along with other economic development partners, are committed to maximizing Sawyer’s assets to help grow the local economy. Some of these assets are:

- An abundance of developable sites with rail, road and runway access.
- Favorable topographic conditions for development.
- Existing infrastructure.
- Existing rail service.
- Existing general aviation and commercial air service.
- Existing tenant base.
- Favorable business climate.
- Quality of life and workforce.

Telkite is seeking a partnership with a developer experienced in the creation of logistic parks to maximize the potential of the project and/or an anchor tenant/owner to expedite the growth, maximize job creation and attract additional businesses.

DEVELOPMENT PARTNER SPECIFIC OPPORTUNITY

Due to the tremendous opportunity that Sawyer presents, Telkite has captured the attention of Bison Oil as the site for creation of an oil refinery which will process crude oil to diesel fuel. Potlatch, an existing landowner at Sawyer and rail client, has potential plans to expand. This situation is driving the need for a transloading station that could be further expanded to other businesses in the central Upper Peninsula.

Telkite is actively seeking partners to leverage this opportunity by providing, minimally:

- Industrial/Commercial Build-to-Suit Services
- Strategic Development Solutions for Rail Related Clients
- Joint Ventures or Investment
- Leasing
- Supply Chain Management Solutions
- Innovative Construction/Market Initiatives
- Property Management
- Act as a Conduit with Rail Representatives and Prospects

Potlatch Lumber, Adler Lumber and Biogenic Reagents are all located at Sawyer and depend on the trucking industry to keep their wood inventory and products flowing.
Aviation Assets

The new Sawyer International Airport is home to the longest single-runway in the State of Michigan at 12,360 ft. Sawyer also has over 1,000 acres of developable land and existing well-maintained hangars and ancillary buildings, nearby Military Operating Areas (MOAs), Fixed Base Operator (FBO) with Department of Defense (DOD) fuel contract and engine test cell.

The Airport is located 15 minutes from downtown Marquette, the regional capital of Michigan’s Upper Peninsula and the deep draft port on Lake Superior. It is 50 minutes from Gladstone and Escanaba and the deep draft ports on Lake Michigan.

CN Rail provides service directly to Sawyer and has the potential for attracting large industry with logistic needs.

Delta and American Airlines have multiple daily flights from Sawyer to Chicago and Detroit, however, these have diminished over the last few years.

Four rental car agencies (Avis, National, Hertz, Thrifty) provide a variety of options.

Other Aviation Assets Include:

- FAA Contract Control Tower
- CAT 1 ILS Precision Approach LOC/VOR/DME/NDB Instrument Approach
- Nearby MOA’s
- Boreal Aviation Fixed Base Operator with DOD Fuel contract
- Newly Renovated Hangars
- Existing Engine Test Cell
- Mega-Hangar Plans Developed for Hypothetical User
- Paint Booth Plans Developed for Hypothetical User
- Hangar Expansion Plans Developed
- NMU A&P School
- Over 1,000 ac Developable Land
- GPS Approaches 1/19 (WAAS)
Rail Assets

CN Rail currently serves Potlatch Lumber multiple times a week on the existing rail. An abundance of land exists to further develop the rail system.
Rail Assets
Industrial Park Assets

Surrounding Sawyer International Airport is the area commonly known as Telkite Technology Park, an award-winning development attracting high-tech, green, innovative companies in the aviation, alternative energy and manufacturing sectors. The combined total of the commercial area is approximately 1.5 million square feet with approximately 600,000 being owned by Telkite Enterprises LLC, 750,000 owned by Marquette County and the remainder by a variety of individual companies including Potlatch Lumber and Superior Extrusion.

Developable land mass exceeds 1,000 acres with the majority of the sites having access to utilities either on-site or within close proximity; access to a 12,360' airport runway; County-owned rail spur from CN line; and deep draft ports on both Lake Michigan and Lake Superior.

In 2005, Marquette County and Telkite Enterprises LLC entered into a public-private agreement to work cooperatively to market and develop the assets that both are so heavily invested in. Since that time, they have built relationships within the aviation industry and developed a strong network with experts in a variety of specialties.

In addition to its collaboration with Marquette County, Telkite has led in the creation of the Upper Michigan Green Aviation Coalition which is an award-winning regional cluster. The organization strives to create a collaborative and innovative structure to advance aviation across the Upper Peninsula.
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