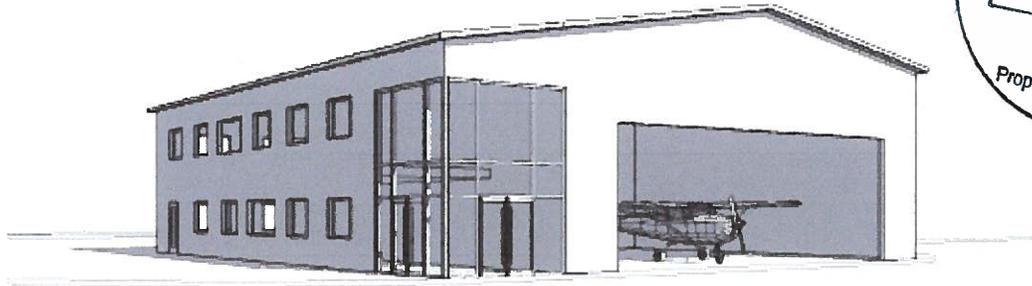


**Rapid Web Services, LLC Proposal Response from City of St. Petersburg**  
**Request for Proposals for a Corporate Hangar on Albert Whitted Airport**



**Construction and Leaseback of a Corporate Hangar / Corporate**  
**Headquarters at Albert Whitted Airport**

## **About Proposer, Rapid Web Services LLC (d/b/a SSL Store)**

Rapid Web Services, LLC d/b/a SSL Store™ was founded in 2007. Our headquarters are currently located in The Palais Royale building in downtown Saint Petersburg, Florida with additional offices in the Netherlands and India. Worldwide we have over sixty-five employees working on the development and marketing of various website security solutions as the world's foremost reseller of SSL/TLS security certificates-used in the web's standard encryption protocol for securing data in motion online. In addition to marketing, our company has two software development teams that continually innovate and develop software and platform integration solutions for a wide-range of third-party web hosts and Enterprise clientele.

The SSL Store began as an offshoot of our RapidVector e-commerce content management system. In marketing this software, we offered SSL certificate security as added value and in the process, discovered an important product niche that we have greatly expanded and dominated for nearly seven years. The SSL Store has devised such software innovations as AutoInstall SSL® and many integration plugins for platforms such as: WHMCS, cPanel, Venafi, Plesk, Odin, HostBill, Siesta, and ISPsystem.

In 2018, we are working with our major vendors to roll out several new software products however, due to the confidential nature of these products (and the conditions incumbent in such a joint venture) we are not at liberty to discuss these products in detail at this time. However, it suffices to say that the magnitude of this offering is one of the factors informing our decision to expand our office space here in St. Petersburg.

## **About John Tuncer, CEO of SSL Store LLC**

John Tuncer "Tuncer" heads up one of the largest global providers of digital security certificates, SSL Store. After two years spent in the Turkish army, he grew sales for a manufacturing company from \$100K to \$2M, building a chain of jewelry stores and starting a jewelry import business. In 1995 John started building websites for the gem industry and pioneered the use of banner exchange on eBay to generate massive traffic. Moving into web development, he founded Tuncer and Tuncer (dba JCTWEB) in 1997, developing a one-of-a-kind automobile database featuring real-time rental car inventory updates for 600 companies.

His next innovations were Re agent for real estate agents and SBPro, one of the first Content Management System website builders. John was quick to recognize that the future was in applications built on Microsoft.NET. His next brain-child, Rapid Vector 1.0, was introduced by JCTWEB in Tampa Bay in August 2006. Without skipping a beat, John founded The SSL Store in 2007 as a result of his own internal need for SSL certificates.

In addition to successfully navigating the SSL Store to new heights, Tuncer is a private airplane pilot, senior member of the Civil Air Patrol and a member of Infragard. He served as past Vice Chair of the Board of Directors for the St. Petersburg Area Chamber of Commerce and serves as auction chairman for the Abilities Foundation. In his spare time, as you probably guessed, he conjures up new ways to make technology transform the way we use the web.

## **Project Description – SSL Store Corporate Hanger / Corporate Hangar**

John Tuncer and SSL Store are proud to offer an exciting opportunity to partner with the City of St. Petersburg in creating a new type of corporate hanger development that will not only further aviation use in Albert Whitted, but will also provide a sustainable opportunity model to utilize Albert Whitted in a way that benefits the entire City by providing much needed downtown corporate office space and professional jobs.

Tuncer proposes to build a mixed use corporate hanger that incorporates aviation use with corporate office space. Please see draft renderings attached as “**Exhibit A.**” The floorplate of the hanger is 2,600 sf and floorplate of the office is 2,470 sf. The building will be two levels giving the building a total of 4,940 sf of office space. It is our understanding from communications with the City Zoning Administrator that Tuncer’s proposed use of the facility is allowed by the City’s zoning code.

The project will additionally need to get height clearance from the FAA which will necessitate the investment of hiring of an FAA consultant. At the time of the FAA approval process, Tuncer will be responsible for satisfying all FAA requirements including FAA use approval for the office.

Through rough construction estimating from Bandes Construction, assuming the proper infrastructure surrounding the site is in place, the proposed hanger has been estimated to exceed \$1.1 million in construction costs alone. With regulation costs and additional design costs, the project could ultimately cost \$1.3 million after the project is completed.

SSL Store is pre-approved to finance the building. Please see a financing letter from Wells Fargo that demonstrates the financial ability for Rapid Web Services LLC to pay for a \$1.3 million project, which is attached as “**Exhibit B.**”

Tuncer is potentially working with the following team of professional companies to build the project (subject to change):

- Architect: Rios Architecture (Tampa, FL)
- Contractor: Bandes Construction (St. Petersburg, FL)
- Law Firm: Trenam Law (St. Petersburg, FL)
- Lender: Wells Fargo (Tampa, FL)
- FAA Advisor: Federal Airways & Airspace Consulting (Melbourne, FL)

Once the building is built, Tuncer plans to move Rapid Web Services LLC and its estimated 27 employees within the new building. The company has additional plans to add 5-6 employees upon moving in.

SSL Store deals with software and tech distribution with multiple clients around the United States. Having the hanger incorporated with the corporate office will enable Tuncer and his team of employees to easily fly to and from tech cities around the nation for quick meetings with clients while not taking the additional time needed to travel to the airport. The time saved will enable Tuncer and his team to grow the company. Being more connected to major cities will enhance the company and give SSL Store a competitive advantage. Having companies like SSL Store traveling back and forth to outside tech cities will also additionally promote that St. Petersburg is a city for tech professionals.

If this project bodes successful, it will become a new way for the City of St. Petersburg to continue the great aviation traditions of supporting Albert Whitted Airport while creating a new way to provide more office space in downtown St. Petersburg.

## **Agreement Terms for Response to City's Request for Proposal**

Rapid Web Services LLC (d/b/a the SSL Store) proposes to enter into the following agreement with the City of St. Petersburg:

### **Rapid Web Services will provide the following:**

1. Upon the City of St. Petersburg's decision to move forward on this proposal, Rapid Web Services (or one of its related entities) will enter into a long-term lease agreement with the City of St. Petersburg.
2. **Rapid Web Services (or one of its related entities) will pay to seek all necessary governmental approvals, including FAA approvals for height clearance and office use approval.**
3. **At its sole cost, Rapid Web Services (or one of its related entities) will pay to construct a brand new corporate hangar (estimated to be \$1.1 – 1.3 million) on the site shown on the RFP.** The hangar will be of similar scale as referenced in the draft renderings attached as Exhibit A (final design to be determined at a later date and approved by both parties).
4. Rapid Web Services (or one of its related entities) will pay the City of St. Petersburg the rental rate referenced in the City's Request for Proposals: \$1.12/sf of ground space + taxes to lease the site.
  - **Rapid Web Services will pay an estimated annual rental rate of \$5,678.40/year + taxes to the City as a base rent subject to an annual rent escalator tied to the consumer price index as published by the Bureau of Labor Statistics, U.S Department of Labor, or other index determined by the City.**
5. The City will not be required to offer financial assistance or pay any inspection or professional fees
6. The Property will not be subject to any tenant created liens (other than subrogation liens or other liens necessary for financing the project).
7. Rapid Web Services will sign a guaranty for the financial obligations to the City contained in the Agreement.
8. After the lease expires, the corporate hangar and its improvements will become unencumbered property of the City.

**In exchange, the City shall provide the following:**

1. The City of St. Petersburg will provide the opportunity for Tuncer, or one of Tuncer's related entities, to enter into a 25-year lease on the hangar site referenced in the Request for Proposal.
  - Note: Lease legal terms and development agreement to be negotiated upon City decision to move forward with unsolicited proposal.
  - Prior to the 25-year lease, the City shall provide a 12 month grace period to seek FAA approvals and City permitting and an additional 12 month grace period for the construction of the building.
2. From M-F, the City of St. Petersburg shall provide parking availability for 25 spaces in area to the south of the site and west of the former sewer facility (note: in our research, this area appears to have excess parking capacity).

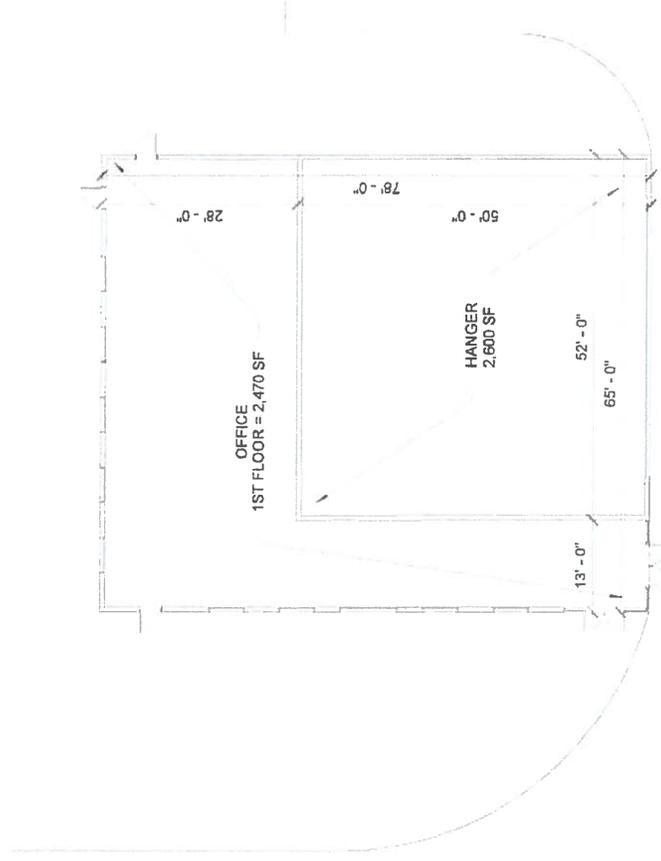
# Exhibit A



SITE PLAN	1
NORTH ↑	1" = 50'-0"

Corporate Hangar | 04/20/18

RIOS Architecture, Inc

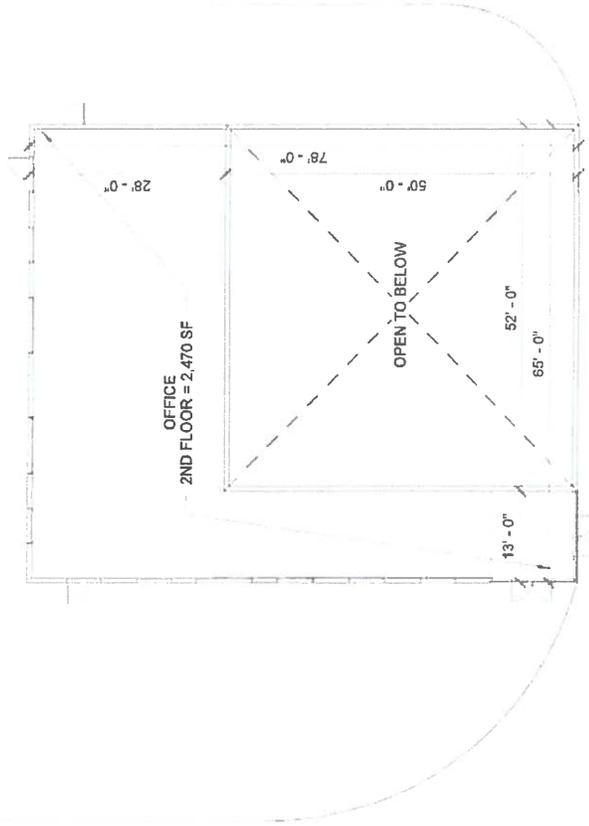


TAXIWAY "C"

GROUND FLOOR PLAN	1
NORTH	1/16" = 1'-0"

Corporate Hanger | 04/20/18

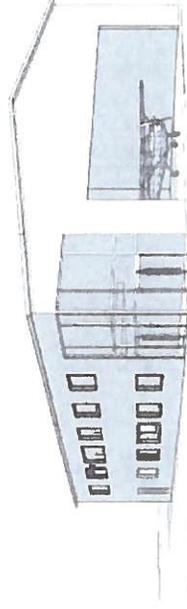
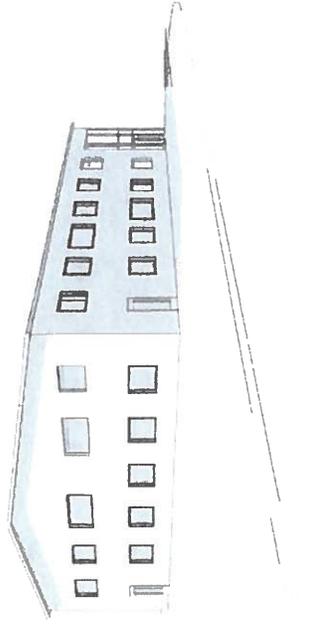
RIOS Architecture, Inc



SECOND FLOOR PLAN	1
NORTH	1/16" = 1'-0"

Corporate Hanger | 04/20/18

RIOS Architecture, Inc



NORTHEAST PERSPECTIVE	1	SOUTHWEST PERSPECTIVE	2
	NTS		NTS

**Corporate Hanger | 04/20/18**

**RIOS Architecture, Inc**

# Exhibit B



Wells Fargo Bank, N.A.

Business Banking  
MAC Z0271-031  
4100 4th Street N., 3rd Floor  
St. Petersburg, FL 33703

5/7/2018

Rapid Web Services, LLC  
146 Second Street North, Suite 2014  
St. Petersburg, FL 33701

To Whom It May Concern:

Please accept this non-binding letter as verification of Rapid Web Services, LLC's financial stability and intent to apply for a construction loan of a joint hanger/office facility in St. Petersburg, FL.

John Tuncer and his company Rapid Web Systems, LLC have been a customer of Wells Fargo bank for 22 years. They currently have a deposit and lending relationship with the bank. All accounts have been paid as agreed and have not had a history of overdrafts or NSF's.

Our recent review of the company's 2017 financial statements shows that it has the ability to repay a \$1.3 million dollar construction loan. An official approval would be contingent on their formal application, review of appraisal, title work and construction documents.

We look forward to helping provide the necessary funding for the project for Rapid Web Services, LLC and John Tuncer.

Please let me know if you have any questions as I can be reached at 727-954-1514.

Sincerely,

Wells Fargo Bank, N.A.



A handwritten signature in cursive script, appearing to read "Justin Opiela".

**Justin Opiela**  
**Vice President**  
**Business Banking**

**EXHIBIT "C"**

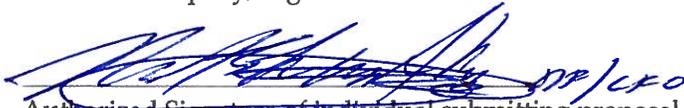
Proposal Form – Corporate Hangar

**REQUEST FOR PROPOSAL  
FOR A CORPORATE HANGAR  
ON THE CITY OF ST. PETERSBURG'S  
ALBERT WHITTED AIRPORT**

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal that was issued by the City of St. Petersburg on March 11, 2018.

Repro Web Services, LLC

Name of Company/Organization



Authorized Signature of individual submitting proposal for above Company/Organization

Robert E. L. Walters-Thorn D/E/CEO

Printed name of individual above

May 10, 2018

Date

Rob@theSSLstore.com

E-mail address

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(727) 474-1334

Fax