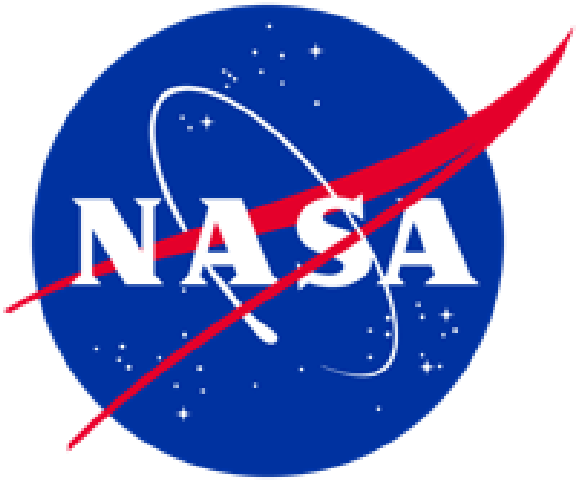

QUESTION AND ANSWER SHEET

WITH UPDATES TO AMENDED AFP

AGENCY ANNOUNCEMENT FOR PROPOSALS (AFP)

FOR LEASE OF DISCOVERY PARK AT MAF

AFP-MAF-DISCOVERY-2026

1. Q: In general, how flexible is NASA in deviating from and negotiating the terms of the model lease, especially pertaining to term, rent amount, etc.?

   A: In general, NASA follows the lease term and fair market value (FMV) range established in the AFP. NASA may have some flexibility to negotiate business and operational terms—such as renewal options, commencement dates, tenant improvements, operating responsibilities, and other lease provisions—but material changes to the term or rent generally require a documented justification and may need additional internal approvals. Accordingly, the model lease should be viewed as the baseline, with the extent of flexibility determined on a case-by-case basis rather than assumed in advance.

2. Q : The Model lease calls for annual payments. Is there any way to make smaller additional payments throughout the year, like monthly payments?

   A: Quarterly payments are the standard alternative, if not paying annually.

3. Q: Regarding the term of the lease, we would envision initial and renewal term periods to be 10 years each, with a maximum full term of 99 years. Is this possible?

   A: NASA will consider lease terms outside of what was stated in the AFP, please provide preferred term in your proposal.

4. Q: The purpose of our lease is to build a distribution center that will house shipping containers transported from the impending LA International Terminal. We obviously would like to be careful about pulling the trigger on a long-term lease and then something happening with the port. Would NASA consider an option where we have 24 months from signing for the actual commencement to start? The idea would be that if something happens with the port, we are able to pull out, but if the Port goes forward, we have the two years to build and make sure it's ready for when the port is completed.

   A: Delayed commencement is possible, please provide within your proposal. Historically, NASA has kept to a 12-month maximum delay in commencement.

5. Q: Considering the proposed use above (in question 4), besides the obvious, should we be concerned about any regularly-shipped products or materials that might violate the Permitted Uses section, 4.1(C)?

   A: Tenant's Permitted Use shall comply with applicable Federal, state and local laws.

6. Q: Does the language stated on Page 3, Section I.C. of the AFP disqualify someone from proposing to the AFP whose planned use is logistical/warehousing in nature?

   A: The AFP has been updated with that language removed.

UPDATES TO AMENDED AFP

SECTION II. Proposal Consideration, B. Financial and Legal

NASA has determined the base rent of The Property based on an appraisal conducted by a state certified appraiser. The fair market value (FMV) of The Property is comprised of the base rent and a support service amount for the shared support services NASA will provide under the lease which are associated with being located on NASA property and which are further described in the Model Lease.

The 2027 FMV range is as follows:

- Bldg. 351: **$7.04** to **$10.04** per square foot per year
- Greenspace: **$13,700.00** to **$15,892.00** per acre per year

The base rent and the support service amount will each escalate 3.0% per year.

In addition, any demand or technical services or NASA capabilities may be provided by NASA to the tenant through a separate Reimbursable Space Act Agreement (RSAA) on NASA's standard forms and in accordance with NASA's standard policy and procedure.

SECTION VI. MILESTONE DATES

November 05, 2026 -- January 04, 2027 – Open New Question-and-Answer Period

December 08, 2026, Noon ET – Discovery Park Second Look: Virtual Industry Day

January 04, 2027 – Last Day to submit Questions

January 25, 2027, NLT 5:00 pm ET – AFP Proposals Due