



NASHVILLE'S EXECUTIVE AIRPORT®

NOTICE OF AVAILABILITY  
Airport Property Leasing and Development Opportunity  
John C. Tune Airport – JWN  
Nashville, TN

Release Date: April 5, 2022

The Metropolitan Nashville Airport Authority (MNA) is issuing this Notice of Availability (NOA) seeking interested parties (“Respondents”) to lease and develop available MNA property located at John C. Tune Airport (JWN).

**INTRODUCTION**

The MNA’s mission is to give Middle Tennessee its heartbeat and foster its competitive advantage as the region’s premier hub for transportation and related businesses. The MNA strives to plan, develop, manage, and operate safe, efficient, and attractive aviation facilities, and to provide superior services for resident and economic interests in Middle Tennessee.

**SCOPE OF OPPORTUNITY**

This NOA offers Respondents the opportunity to lease and develop available MNA property, shown in detail in “Exhibit A” attached hereto. The property is divided into 10 parcels each of which are approximately 0.74 acres in size. All Respondents have the opportunity to submit a proposal for one or more parcels, but no further subdivision of the 10 parcels will be permitted.

The proposed development should suit the needs of the Respondent and be appropriate for the space in accordance with the MNA’s Airport Master Plan (AMP), Airport Layout Plan (ALP) and the minimum requirements included in this NOA. The intended use of the subject property must be aeronautical, and development of the property must be financed by the Respondent. There will be no financial contribution to the Respondents’ facilities by the MNA.

You may also view this notice on the MNA’s website at <https://flynashville.com/nashville-airport-authority/business-opportunities/real-estate-lease>

## **PRE-PROPOSAL MEETING**

A pre-proposal meeting will be held on Tuesday April 19<sup>th</sup>, 2022, at 1:30 PM (Central Daylight Time) by a virtual video conference on Microsoft Teams and in person at the TDOT Aeronautics facility located at JWN. The TDOT building address is 7335 Centennial Boulevard Nashville, TN 37209. The link and phone dial in number for the virtual meeting are provided below. Attendance at this meeting is non-mandatory. MNAA representatives will be available during the meeting to offer preliminary responses to questions and comments on the NOA. All questions posed at the pre-proposal meeting will be responded to in writing. Additional questions may be submitted to the MNAA via the email address [CommercialDevelopment@flynashville.com](mailto:CommercialDevelopment@flynashville.com). **All questions must be submitted no later than, Tuesday April 26<sup>th</sup>, 2022.** The MNAA will provide answers to all questions submitted by the deadline in writing via addendum to be posted on the MNAA's website at the link above no later than Friday May 6<sup>th</sup>, 2022. A full copy of the schedule and important dates is included in this solicitation as "Exhibit B".

The teams meeting may be accessed via the below link and dial in number.

## Microsoft Teams meeting

### **Join on your computer or mobile app**

[Click here to join the meeting](#)

### **Or call in (audio only)**

[+1 615-270-8936,,86939126#](tel:+1615270893686939126) United States, Nashville

Phone Conference ID: 869 391 26#

[Find a local number](#) | [Reset PIN](#)

[Learn More](#) | [Meeting options](#)

## **SITE VISIT**

The MNAA will arrange for a site visit of the available property immediately after the pre-proposal meeting on Tuesday April 19<sup>th</sup>, 2022. All interested parties agree to comply with any Federal, State and Local COVID-19 precautions in effect on this date by choosing to be present at such site visit.

### **If you would like to attend the site visit you must RSVP via email to**

[commercialdevelopment@flynashville.com](mailto:commercialdevelopment@flynashville.com) **no later than Thursday April 14<sup>th</sup>, 2022.** Please include the name of your company and names of attendees. All additional information related to the site visit will be communicated through the above email address.

## **DESCRIPTION OF PREMISES**

The available property consists of 10 parcels of approximately 0.74 acres each. The parcels are currently vacant land and are located on the north end of the airport, east of the runway and begin beside the TDOT Aeronautics hangar and continue south toward the air traffic control tower.

## **SITE CONDITIONS**

The available property is currently vacant unimproved land. The MNAA will be making improvements to the property as described in the Improvements section hereto. Aside from those improvements, the parcels will be delivered in “as is” condition, including, without limitation, any existing utility and/or aviation easements, subsurface conditions, the presence of oil or hazardous materials, and laws, ordinances and regulations affecting the same. The MNAA makes no representation or warranties of any kind, express or implied, in fact or in law, with respect to the condition of the property.

## **RESTRICTIONS ON OPERATIONS**

The primary use of this property must be aeronautical and must comply with the MNAA’s Aeronautical Service Operator Minimum Standards at John C. Tune Airport (the “Minimum Standards”), the terms of a lease with the MNAA, the Rules and Regulations of the MNAA (including, without limitation, the safety and security requirements of the Airport), and the requirements of applicable laws and regulations of other governmental authorities. A copy of the JWN Minimum Standards and Rules and Regulations currently in effect can be obtained from the MNAA’s website at <https://flynashville.com/nashville-airport-authority/rules-rates-and-regulations>

The MNAA’s Minimum Standards and Rules and Regulations documents are subject to change from time to time. Any use or development of the available property shall also be consistent and compatible with the MNAA’s Airport Layout Plan (ALP), and Airport Master Plan (AMP) as approved by the FAA.

The height of all structures in this area is subject to standards prescribed by the Federal Aviation Administration (FAA) Regulation Part 77 (Objects Affecting Navigable Airspace). A FAA Part 7460 airspace determination will be required for any development.

## **IMPROVEMENTS**

The MNAA will be making the following improvements to the property: 1) access road, 2) utilities stub-ups to each parcel, 3) taxiway and taxiway connections, 4) low impact development and stormwater quality requirements, 5) minimal grading to ensure proper drainage ahead of future developments, 6) finished floor elevations for each parcel, and 5) geotechnical report to include 4 borings. These improvements are depicted on “Exhibit A”.

The Respondent will be responsible to develop the parcel with additional improvements needed for their specific operation, including a portion of the apron which is depicted on “Exhibit A”. Interested parties shall be responsible for designing and constructing all facets of any improvements or facilities to be

constructed on the property and subsequently operated by the Respondent or a third party, which operation shall be determined by Respondent or third party, subject to the MNAA approval and the restrictions stated herein.

Respondents' improvements must consist of at least a 100 foot x100 foot sized aircraft hangar and adjacent aircraft and vehicle parking. Development of additional square footage to support office, storage, lounge, and other ancillary uses are permitted. Respondents must submit a proposed schedule for development of their improvements. The maximum time frame for construction should be 18 months.

All design alterations and construction on the property must conform to all local, state, and federal codes, statutes, rules and regulations and the MNAA's Airport Improvement Request (AIR) policy. Respondents shall be responsible for securing all federal, state and local permits, licenses, and approvals necessary to develop and operate any proposed improvements.

### **UTILITIES**

Water, sanitary sewer, electric and natural gas utilities for each parcel will be made available for tie-in. All utilities shall be separately metered at the point of connection and all subsequent operational utility charges shall be the responsibility of the Respondent. It is the Respondent's responsibility to work with utility providers to confirm that utilities have capacity to support its use of the facility and any improvements thereon. The MNAA does not make any representation or warranty about the utilities condition or capacity.

### **SITE SURVEY**

Approximate lease premises boundaries for each parcel are 218 feet x 168 feet and are depicted on "Exhibit A". Detailed design, construction, and land surveys shall be the responsibility of the successful Respondent. A metes and bounds survey will be obtained by the MNAA prior to lease execution with any successful Respondent(s).

### **SECURITY**

Where required, airfield perimeter security must be maintained throughout Respondent's use of the facility, including during construction. These requirements will be outlined in the property lease with the MNAA.

### **INSURANCE**

The successful Respondent will be required, under the terms of a lease with the MNAA, to hold policies of insurance to cover all liabilities arising out of its use of the property in addition to policies to cover its personal property stored on the premises. Policies must name the MNAA as an additional insured and provide for a waiver of subrogation. Exact policy amounts will vary based on the Respondent's proposed use of the facilities.

## **LEASE AND PAYMENT OF RENT**

As part of the proposal submission, Respondents will be required to provide a base rent and escalation proposal. The payment of base rent to the MNAA will begin upon execution of the lease, not the start or completion of construction. Escalation must be at least three percent (3%) per year and base rent must include a rate per square foot (psf) for the entire parcel. The minimum acceptable base rent for these parcels is \$1.29 per square foot. The maximum base lease term allowable is 30 years. Respondents must also propose the capital investment amount they intend to make. All leases will include an assignment provision which will require payment to the MNAA in the event of any assignment of the lease. The assignment fee due to MNAA will be a percentage of the revenue made from an assignment. The MNAA reserves the right to further negotiate financial terms proposed by Respondents.

Until the execution of a binding agreement between the MNAA and a proposed tenant, the MNAA reserves the right to negotiate and enter into a binding agreement with other parties with respect to the subject property. The submission of an indication of interest, letter of intent, completed forms or other documentation by any Respondent with respect to the subject property shall not, under any circumstances, create or establish any contractual or other relationship or obligation on the part of the MNAA. The MNAA shall be bound only by the terms of any documents or agreements executed by the MNAA.

## **SUBMISSION OF RESPONSES TO NOTICE OF AVAILABILITY**

Materials submitted by all Respondents will be considered public records under the Tennessee Public Records Act, Tenn. Code Ann. §§ 10-7-101, et seq., and, therefore, such materials may be subject to inspection and copying upon request. The MNAA cannot guarantee the confidentiality of any proprietary or otherwise sensitive information submitted by any Respondents.

Respondents must submit at a minimum the following to be considered:

- The number of parcels the Respondent desires
  - If there is a preference for a specific parcel or group of parcels Respondents must provide a ranked selection of options Respondent would be willing to consider as well as any stipulations to those selections. (Refer to Exhibit A for parcel numbers)
- A summary of the Respondent's interest in the property and background in aviation
  - This must include all individuals/parties affiliated with the proposal
- A description of the proposed use of the property (must be primarily aeronautical)
- A base rent and escalation schedule (minimum \$1.29 psf and 3% annual escalations)
- A proposed lease term (maximum base term of 30 years)
- Detailed description of the proposed improvements (minimum 100x100 hangar facility)
- Visual depictions of the proposed improvements
- Capital investment amount
- Development timeframe (maximum of 18 months for construction of improvements)

Proposals should be no longer than twenty (20) pages in length. Respondents may submit their proposals to this Notice of Availability as follows:

Electronically via E Mail:

**All interested parties must submit their proposal no later than 5:00 PM Central Daylight Time on Monday May 16<sup>th</sup>, 2022.** Late proposals will not be considered. Proposals are to be sent via email to the Commercial Development Department at [CommercialDevelopment@flynashville.com](mailto:CommercialDevelopment@flynashville.com), with “JWN North Side Parcels NOA” in the subject line.

All communications during this solicitation process shall be in written form and directed to the Commercial Development Department at [CommercialDevelopment@flynashville.com](mailto:CommercialDevelopment@flynashville.com)

The Respondent, its agents or employees, shall not contact or communicate with MNAA’s Board Members, President, Staff, Consultant, or Legal Counsel, nor shall the Respondent have other parties make such contact or communication on their behalf. Such unauthorized contact constitutes grounds to reject the Respondent’s proposal. Any questions or requests concerning this project will be accepted until Tuesday April 26<sup>th</sup>, 2022. All questions will be answered via addendum no later than Friday May 6<sup>th</sup>, 2022.

### **EVALUATION OF SUBMISSIONS**

Evaluation of proposals received in response to this Notice of Availability will consist of a review of the highest and best use of the available property, compatibility with the ALP and AMP, the potential financial benefit to the MNAA, and any other information that may be requested, the intent of which will be to identify proposals that would contribute most positively to the Airport. Review of all proposals will be conducted by the MNAA. The MNAA reserves the right to select Respondents to shortlist based on interest generated by this Notice of Availability. Should the MNAA, in its sole discretion, determine that sufficient interest in the property warrants a formal Request for Proposals (RFP) document being issued, the MNAA will issue an RFP.

The MNAA accepts no financial responsibility for any costs incurred by any Respondent, firm, or individual in responding to this Notice of Availability. The information and material submitted in response to this solicitation becomes the property of the MNAA. By submitting a response, the Respondent certifies that it has read and fully understands the Notice of Availability and has full knowledge of its requirements, terms, and conditions.

The MNAA reserves the right to reject any or all submittals and to request and consider additional information from interested parties. The MNAA reserves the right to waive any irregularities and technical defects. The MNAA reserves the right to modify, amend, or waive any provisions of this Notice of Availability.

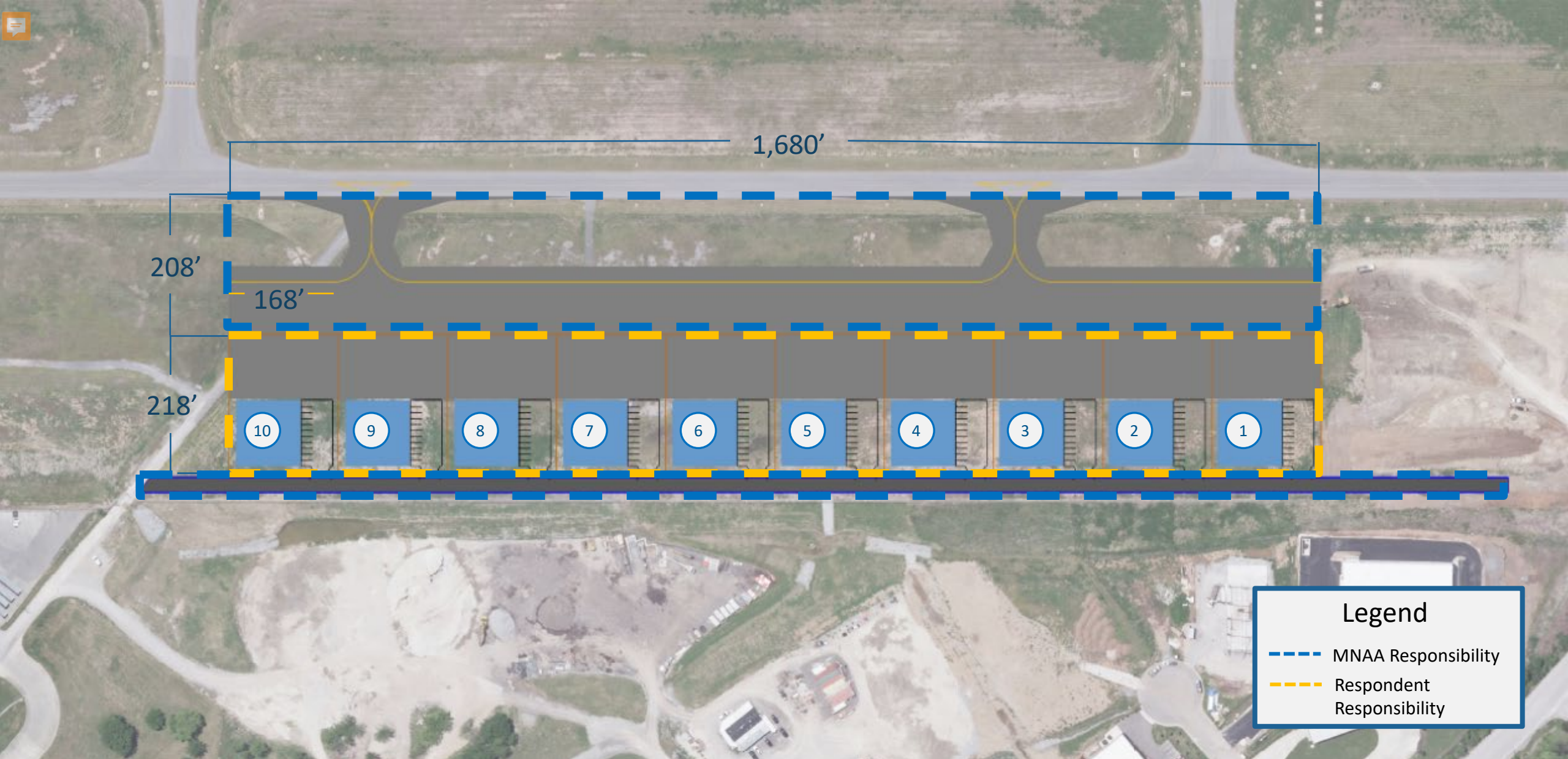
NOTE: Interested parties may be required to subsequently provide additional information (such as evidence of financial positions and capability, the ability to acquire all necessary permits, licenses, approvals, etc.) after their initial submission of interest to assist MNAA in evaluating proposals.

**EXHIBIT A**

Property Description – 10 Consecutive Parcels

(Exhibit on the following page)





**EXHIBIT B**

Schedule  
(Central Daylight Time)

NOA Release	April 5, 2022
Pre Proposal Meeting	April 19, 2022, from 1:30PM – 2:30PM
Site Visit	April 19, 2022, from 2:30PM – 3:30PM
Questions Due	April 26, 2022
Addendum Issue Date (Question Responses)	Week of May 2, 2022
<b>Proposals Due</b>	<b>Monday May 16, 2022, by 5 PM</b>
Shortlist Interviews	June 15, 2022 - June 30, 2022
Follow Up Interviews & Requests for Information (RFI's)	July/August 2022
Selection of Recommended Respondent(s)	August/September 2022
Execution of a Letter of Intent with Respondent(s)	90 days
Approval from the MNAA Board	December 2022/January 2023

\*Note – all dates are tentative and are subject to change. The MNAA will maintain an updated schedule on its website at <https://flynashville.com/nashville-airport-authority/business-opportunities/real-estate-lease>