

# JOHN C. TUNE (JWN) AIRPORT

NOTICE OF  
AVAILABILITY NORTH  
SIDE PARCELS

PRE-PROPOSAL  
MEETING

APRIL 19, 2022

PAGE LAUTERBACH

MANAGER, REAL ESTATE



- ❖ MNAA Representatives Introduction
- ❖ In Person Attendees –
  - ❖ Please sign the Attendee sign-in sheet and provide your business card.
- ❖ Virtual Attendees –
  - ❖ Please add your name, email address and company name in the meeting chat.
- ❖ The attendee list will be posted on [FlyNashville.com](http://FlyNashville.com)
- ❖ This meeting will also be recorded.

# COMMUNICATION & CONTACT

During an active solicitation you may only contact MNAA at:

[CommercialDevelopment@flynashville.com](mailto:CommercialDevelopment@flynashville.com)

## Do not contact:

- ❖ Individual MNAA Employees
- ❖ MNAA Board Members
- ❖ MNAA Consultants

\*Inappropriate communication during a solicitation may result in disqualification

# QUESTIONS & ADDENDA'S

- ❖ Questions will be accepted at the end of the meeting and written responses will be posted via Addenda on the FlyNashville.com website.
  - ❖ Note cards and pencils are available for in person attendees, please write down your question and MNAA staff will collect them.
  - ❖ Virtual attendees please add your question to the meeting chat.
    - ❖ Please limit use of the chat for posting questions or your name.
- ❖ Any additional questions should be emailed to [commercialdevelopment@flynashville.com](mailto:commercialdevelopment@flynashville.com) **on or before Tuesday April 26<sup>th</sup>**.
- ❖ Answers to all questions received will be provided in writing by Addendum no later than close of business on Friday, May 6<sup>th</sup>.

# AIRPORT INFORMATION

- ❖ John C. Tune Airport – JWN
- ❖ Runway 2/20 – 6001 ft x 100 ft.
- ❖ Air Traffic Control Tower
  - ❖ Operating Hours:
    - ❖ Daily 7AM – 9PM
- ❖ Class –
  - ❖ When ATCT is operating – D
  - ❖ All other times – E
- ❖ FBO – Contour



# SCOPE, DESCRIPTION & SITE INFORMATION

## SCOPE OF OPPORTUNITY:

- ❖ This NOA offers Respondents the opportunity to lease and develop MNAA property at the JWN airport.
- ❖ The property is divided into 10 parcels each of which are approximately 0.74 acres in size.
- ❖ All Respondents may submit a proposal for one or more parcels, but no further subdivision of the 10 parcels will be permitted.
- ❖ The primary use of the parcels is restricted to aeronautical use. This may be private or commercial.

## DESCRIPTION OF PREMISES:

- ❖ 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.

# MNAA IMPROVEMENTS

The MNAA will be making the following improvements to the property:

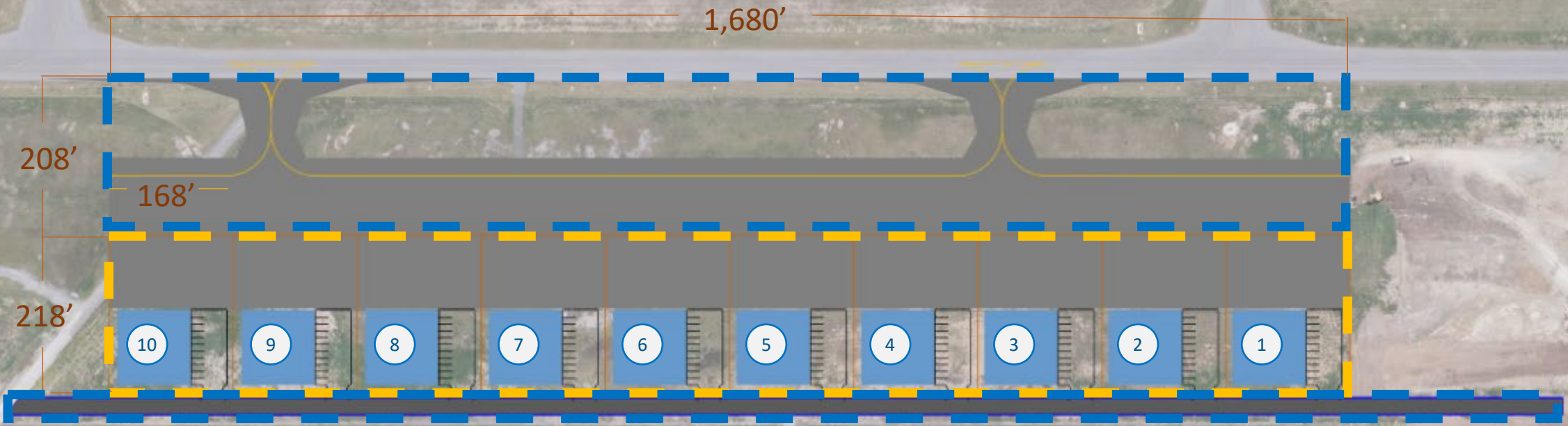
- ❖ Access road
- ❖ Utilities stub-ups to each parcel
- ❖ Taxilane and taxiway connections
- ❖ Low impact development and stormwater quality requirements
- ❖ Minimal grading to ensure proper drainage ahead of future developments
- ❖ Geotechnical report to include 4 borings

# RESPONDENT IMPROVEMENTS

The Respondent will be responsible for the following:

- ❖ Design and construction of all desired improvements outside of the MNAA improvements
  - ❖ Must include at a minimum a 100'x100' aircraft hangar and adjacent aircraft and vehicle parking
- ❖ Construction of the apron area within the parcel
- ❖ Conformance to all local, state, and federal codes, statutes, rules and regulations
- ❖ Conformance with the MNAA's [Airport Improvement Request \(AIR\) policy](#)
- ❖ Conformance with the MNAA's [Minimum Standards for Operators of Aeronautical Activities](#)
- ❖ Securing all federal, state and local permits, licenses, and approvals





**Legend**

- MNAA Responsibility
- Respondent Responsibility

# PROPOSAL REQUIREMENTS

Respondents' proposals must include the following at a minimum 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 proposed 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)

# PROPOSAL REQUIREMENTS CONT.

Proposals must be submitted to MNAA through email to [CommercialDevelopment@flynashville.com](mailto:CommercialDevelopment@flynashville.com) by

**5:00 p.m. (central time) on Monday May 16<sup>th</sup>, 2022, and must meet the following criteria:**

- ❖ Files must be in Adobe (.pdf) format and PDF's must be searchable. Attachments, hyperlinks and appendices are NOT permitted.
- ❖ Minimum font size of 11
- ❖ All file pages should be 8.5" x 11" in size and all pages shall be numbered. Limit of 20 pages
- ❖ Color, graphics, pictures, diagrams, tables, etc. may be used.
- ❖ Must include firm's contact information, including point of contact, address, phone number and email address.

# 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 31, 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>



THANK YOU FOR YOUR ATTENDANCE!

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### JWN Notice of Availability Pre Proposal Meeting Attendance

Company Name	Attendee
Creek Capital Partners, LLC	Hunter Creekmore
Atlantic Aviation	Aaron Wood
Atlantic Aviation	Kris Mayle
Phoenix Investment Group, LLC	Thomas Brett
Sky Harbour	Neil Szymczak
Stillwater Management, LLC	Katie Stafford
Stillwater Management, LLC	Kenny Schum
Stillwater Management, LLC	Kevin Short
Stillwater Management, LLC	Nic Mueth
Dunn Building Company-Sky Harbour	Jimmy Harrison
Dunn Building Company-Sky Harbour	Uhland Redd
Cooper Steel-JetRight	Andy Zimmerman
JetRight	Bertil Westin
JetRight	Chris Rakaskas
Cooper Steel-JetRight	Duff Zimmerman
Skyservice U.S	Scott Zimmerman
JetRight	Steve Gregory
Cooper Steel-JetRight	Tom Church
Jet Access	Ryan Hamilton
Jet Access	Sean White
Stillwater Management, LLC	Bryan Lewis
v3 Realty, LLC	Jonathan McNabb
v3 Realty, LLC	Nick Maples
Brickstone Partners	Daniel Otis
L.G.	Will Andrews
Lawrence Family	Jason West
Barge Design Solutions	John Greaud
Barge Design Solutions	Benson Hadley
N/A	Michelle Friedman
Dumont Aviation Group	Joe Martin
MNAA- CD	Anne Angel
MNAA- Manager Real Estate	Page Lauterbach
MNAA- CD	Erin Smith
MNAA- AVP JWN	Jeff Roach
MNAA- AVP Real Estate	John Corbit
MNAA- Director Financial Planning	John Miller
MNAA- Engineering	Haytham Ibrahim