WELCOME

Steve Ross

Manager, Real Estate Affairs

Commercial Development Department

PROJECT OWNER

John Canova

Director, Real Estate Affairs

Commercial Development Department

PROCUREMENT OVERVIEW

Steve Ross

MANAGER, REAL ESTATE AFFAIRS



Notice For Availability for 32 Acres, E of RNWY 2C-20C, W of Dell PKWY
Aeronautical Leasing & Development Opportunity

August 19, 2019 and August 29, 2019

BNA

INSTRUCTION TO PROPOSERS

- Attendance is **NON-MANDATORY** at this meeting.
- Please sign the Attendee sign-in sheet and provide your business cards.
- Attendee sign-in sheets will be posted on FlyNashville.com after todays meeting and should be available after 24 hours.
- We will take questions at the end of the meeting and will provide the written responses by Addenda to FlyNashville.com. If time does not permit or for additional questions, please provide in writing by email to CommercialDevelopment@flynashville.com and we will respond with an Addenda and post to FlyNashville.com.
- There will be -0- Percent SMWBE participation required for this service.

QUESTIONS AND ADDENDA'S

- The Owner will accept any questions about the Project from the prospective Proposers in writing until and not later than 5:00 PM (central time) on Friday, August 16, 2019. After this date, no questions will be answered.
- All questions must be emailed to CommercialDevelopment@flynashville.com no later than close of business on Monday, September 16, 2019.

You don't have to wait until the deadline to submit your questions!

- Answers to such questions will be provided in writing by Addendum no later than close of business on Monday, September 30, 2019.

COMMUNICATION AND CONTACT

During an active solicitation you may ONLY contact:

MNAA Commercial Development Department – for all questions –
CommercialDevelopment@flynashville.com

Do NOT contact:

- MNAA Departments not listed above
- Board Members
- Consultants

Inappropriate communication during a solicitation may result in DISQUALIFICATION

ELECTRONIC PROPOSAL SUBMISSION

INSTRUCTIONS FOR SUBMISSION OF RESPONSES TO NOTICE OF AVAILABILITY

Proposals must be submitted to BNA through email to CommercialDevelopment@flynashville.com by **12:00 p.m. (central time) on Thursday, October 31, 2019**.

PROPOSAL REQUIREMENTS: Company's are to provide an estimate of capital investment, a site plan and description of the proposed use of the parcel, and a development timeframe are to be submitted by the deadline to be considered. Submissions should also include a description of the development experience of the proposer and any key partners in the proposal. Submissions should be no longer than twenty (20) pages in length.

- **Files to be named <NOA32><Proposer Company Name>.pdf**

ELECTRONIC PROPOSAL SUBMISSION CRITERIA

Electronic submissions must meet the following criteria:

1. Multiple files in Adobe (.pdf) format. PDF's must be a searchable document. Attachments, hyperlinks and appendices are NOT permitted.
2. Minimum font size of 11
3. All file pages should be 8.5" x 11" in size and all pages shall be numbered. Limit of 20 pages
4. Color, graphics, pictures, diagrams, tables, etc. may be used.
5. *Must include firm's contact information, including point of contact, address, phone number and email address.
6. Must address all selection criteria as identified within the NOA.

EVALUATION OF SUBMISSIONS

Evaluation of submissions received in response to this Notice of Availability will consist of a review of the scope of services proposed, the highest and best use of the available parcel, compatibility with Airport Layout Plans and Master Plans, the potential financial benefit to MNAA, and 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 submissions will be conducted by MNAA. MNAA reserves the right to select respondents based on interest generated by this Notice of Availability.

Should MNAA, in its sole discretion, determine that sufficient interest in the development of the parcel warrants a formal Request for Proposals (RFP) document being issued, MNAA will issue an RFP.

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

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.

NOA SCHEDULE OF EVENTS

SOLICITATION SCHEDULE

Authority has adopted the following tentative schedule for the submission of the Proposals, the award of the Contract, and the final execution of the completed Agreement:

- Release of RFP……..Monday, August 5, 2019
- Pre-Proposal Meeting & Site Tour ……..Monday, August 19, 2019 10:00 a.m. (CST)
  Thursday, August 29, 2019 1:00 p.m. (CST)
- Deadline for Questions……Monday, September 16, 2019 5:00 p.m. (CST)
- Addendum issued to answer questions submitted……Monday, September 30, 2019 5:00 p.m. (CST)
- Submissions Due……Monday, October 31, 2019 12:00 p.m. (CST)
- Interviews (if requested by Authority) …….. Times TBD

PROPERTY SCOPE REVIEW

PROJECT OWNER

John Canova

Director, Real Estate Affairs

Commercial Development Department

SCOPE, DESCRIPTION & SITE CONDITIONS

SCOPE OF OPPORTUNITY: This opportunity consists of the undertaking of leasing and development of available MNAA property owned by the Nashville International airport for General Aviation Use. The available property is shown in detail in Exhibit A – "Development Area", Exhibit B – "Topo Map", and Exhibit C – "Legal Description" attached to this Notice.

DESCRIPTION OF PREMISES: The available tract consists of approximately 32 acres, vacant tract of land located South of Murfreesboro Pike, East of Runway 2C-20C, and West of Dell Parkway.

SITE CONDITIONS: The available parcel shall be delivered in "as is" condition, including, without limitation, any existing utility and/or avigation easements, subsurface conditions, existing structures, the presence of oil or hazardous materials, and laws, ordinances and regulations affecting the same. MNAA makes no representation or warranties of any kind, expressed or implied, in fact or in law, with respect to the condition of the parcel or any existing improvements. The area is considered well suited for development.

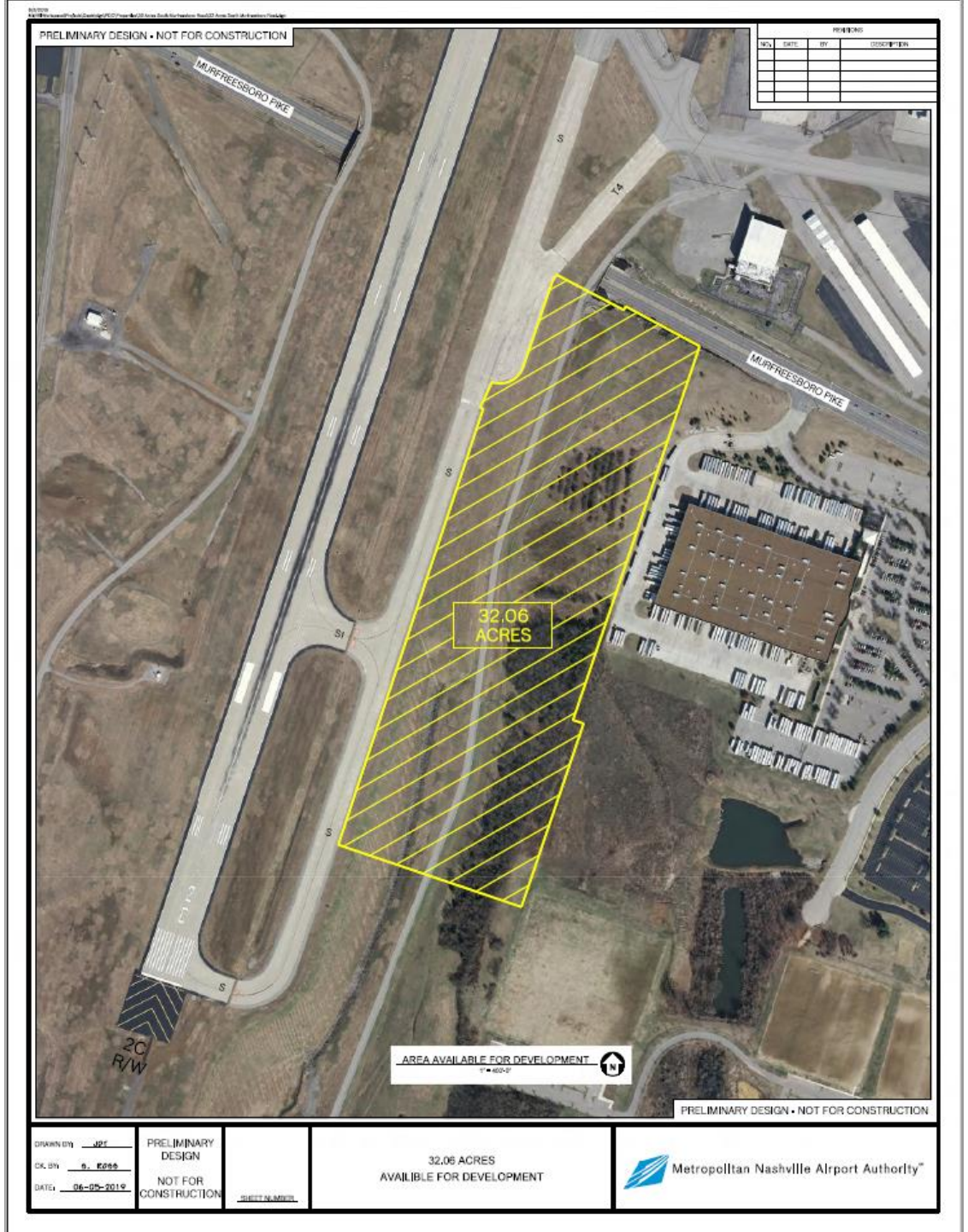

EXHIBIT A

Development Area

www.FlyNashville.com

BNA



EXHIBIT B

Topographical Map

BNA

RESTRICTIONS AND DESIRED IMPROVEMENTS

RESTRICTIONS ON LAND DEVELOPMENT: Non-Aviation development on Airport Property must comply with the Airport Improvement Request Manual , Airport Master Plan (AMP), Airport Layout Plan (ALP) as approved by the FAA .

The available tract is currently zoned Industrial Restrictive (IR). This area is located within the Airport Overlay District, which limits the height of all structures in accordance with standards prescribed by the Federal Aviation Administration (FAA) Regulation Part 77 (Objects Affecting Navigable Airspace).

The MNAA's Airport Improvement Request Manual is subject to change from time to time.

DESIRED IMPROVEMENTS: Interested parties shall be responsible for designing and constructing all facets of the infrastructure of any improvements or facilities to be operated by the proposer or a third party, which operation shall be determined by proposer or third party, subject to MNAA approval and the restrictions stated herein. The proposed improvements or facilities shall be sized to meet the interested parties' needs and shall be of a type and quality as approved by MNAA and that conform to State and Federal statutes. Facilities should typically be designed and constructed to provide a minimum forty (40) year useful life. The required minimum capital investment is $5,000,000 per three (3) acres.

SALE, LEASE AND PAYMENT OF RENT

SALE, LEASE AND PAYMENT OF RENT

In accordance with grant assurance requirements of the Federal Aviation Administration (FAA), in all cases MNAA is required to receive Fair Market Value compensation for the lease of airport property. Proposers will be required to execute a lease agreement in form and substance as provided by MNAA. Compensation structure and levels to MNAA will be dependent upon the proposed use of the property involved, with said lease amounts to be negotiated between proposers and MNAA, provided however that said amounts are equal to Fair Market Value Rent at a minimum.

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, completed forms or other documentation by an interested party 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.

BNA

Nashville International Airport

QUESTIONS?

www.FlyNashville.com

BNA



THANK YOU FOR YOUR ATTENDANCE!

www.FlyNashville.com

BNA