



The Matthews Group, Inc.  
18915 Lincoln Road      t: 800-610-9005  
Purcellville, VA 20132-4145      x: 540-338-9518

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December 1, 2020

Mr. Nick Sabo  
Winchester Regional Airport  
491 Airport Road  
Winchester, VA 22602

**Re:    Hangar Development PPTA Proposal**  
**Conceptual Phase *REDACTED COPY***

Dear Mr. Sabo,

The Matthews Group, Incorporated, trading as TMG Construction Corporation (TMG), is pleased to submit our PPTA Conceptual Phase Proposal for Hangar Development at the Winchester Regional Airport.

We appreciate the consideration of our offer and we look forward to hearing back from you.

Please let us know if you need any further information.

Sincerely yours,

Tatiana (Tanya) C. Matthews, ISP®, FAIC  
President  
tmatthews@tmgworld.net  
540.751.4465



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### Attachments:

- Basis of Figure 1 thru 3 – 6 pages 11x17 drawing set labeled “Winchester Virginia Regional Airport General Aviation Hangar Condominium Concept Design for PPP Offer” dated 11.23.2020”
- Basis of Figure 4 - Project Schedule dated 11.25.2020
- Basis of Figure 5 – Conceptual Project Estimate dated 11.25.2020
- Audited Financial Statements for 2019 and 2018 (Via separate Sealed Envelope)



## TITLE PAGE

**Legal Name:** The Matthews Group, Inc. t/a TMG Construction Corporation  
**Corporate Headquarters:** 18915 Lincoln Road, Purcellville, Virginia 20132-4145  
**Mailing Address:** P.O. Box 2099, Purcellville, VA 20134  
**Telephone:** 800.610.9005 or 540.751.4465  
**Facsimile:** 540.338.9518  
**Website:** www.tmgworld.net  
**Incorporation:** Incorporated as an "S" Corporation in Virginia on 12/04/1992  
**Tax ID Number:** 54-1659669  
**DUNS Number:** 020526294  
**Type of Work:** General Contractor and Design-Builder  
**NAICS Codes:** Primary: 236220 (Complete list available via SAM.gov or upon request.)  
**CAGE Code:** 1VEU1  
**Certifications:** WBE and MBE

### Authorized Officials:

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- Documents containing the footer: "Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal."
- Drawings – in their entirety
- Project Estimate
- Financial Statements

Notwithstanding the above use restriction, the Airport Authority may make available to the public any portion of this proposal that does not contain financial and/or design information. Separate and incidental hereto a redacted copy is provided for public use.



### EXECUTIVE SUMMARY

The Matthews Group, Inc. t/a TMG Construction Corporation (TMG) is proposing to develop, design, construct and operate approximately twenty [ ]' hangars and seven [ ]' General Aviation (GA) Hangar Condominiums at Winchester Regional Airport (KOKV).

As offered herein, the project will be setup as a Limited Liability Company (LLC) in the early phases of the project as a Condominium Association (CA). Each hangar will be individually owned and the buildings and related civil and common improvements will exist on a ground lease that is established between the Winchester Regional Airport Authority (Authority) and the CA. A ground lease agreement will be negotiated that includes consideration for the use of the land along with having the Authority provide services such as grounds maintenance and other services as appropriate. Independent of the Authority, a management function will be created to run the day to day-to-day operations of the hangars.

The project will be master planned as a collaborative effort between TMG, the Authority and the CA and will be located at various locations along the west side of the parallel taxiway, with consideration for additional hangars as space may allow.

The hangars will be sized and designed to service mid-sized GA aircraft that would not otherwise typically fit in a T-hangar and because of their value and/or mission are desired to be kept in a hangar. The hangars nominal size will be [ ]' and [ ]' and will include the option of variants to accommodate the unique sizes of other mid-sized GA aircraft that are the target market of this effort. The hangars will be marketed in a basic form to include the overall hangar structure, a bathroom and basic systems such as lighting, fire protection and heating. In addition, an a la cart series of options to upgrade each hangar will be provided. The hangars will be located to face the Air Operations Area (AOA) with controlled landside access so that the building can be accessed and used for both air and landside public and private functions.

The hangars will be sold for a price that pays for the development and construction of each individual hangar. A monthly fee will be charged for the recurring costs such as building envelope and site maintenance, ground lease, insurance, utilities, internet, etc.



## 1. QUALIFICATIONS AND EXPERIENCE

**a. Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor in the structure fits into the overall team.**

The Matthews Group, Inc. trading as TMG Construction Corporation (TMG) is a Virginia based S Corporation that is owned and operated by Tatiana (Tanya) C. Matthews, President and Secretary, and Joseph N. Matthews, Executive Vice President.

At such time as a Comprehensive Agreement to proceed with this project is established between the Winchester Airport Authority (Authority) and TMG, a Limited Liability Company (LLC) will be formed to create a Condominium Association (CA), which will initially be managed by TMG and eventually transitioned to an elected Board of Directors. The ownership model will be structured such that the CA is governed by a Board of Directors, in which each member of the association has voting rights to create policy and provide direction and guidance on how the facility is operated. Each hangar will be individually owned and the buildings and related civil and common improvements will exist on a 40-year ground lease that is established between the Authority and the CA.

**b. Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project including experience with projects of comparable size and complexity. Describe the length of time in business, business experience, public sector experience, and other engagements of the firm or consortium of firms. Include the identity of any firms that will provide design, construction and completion guarantees and warranties and description of such guarantees and warranties.**

TMG is a General Contractor and Design Builder whose core business includes a considerable focus on building for Airports, Airlines, Concessions, the Federal Aviation Administration (FAA) and organizations that service the Aviation Industry. TMG work has included airfield construction at Andrews Air Force Base, hundreds of projects at Washington Dulles International (IAD) and Ronald Reagan National (DCA) Airports including tower, air fire and rescue, air field restorations and upgrades, terminal construction, hangar construction, construction of airline lounges and a variety of logistical support facilities, along with major system upgrades to electrical, mechanical and wide variety of technologies that are used throughout Airports. Additionally, TMG work for the FAA includes major power and cooling upgrades to FAA's Air Route Traffic Control Center (ARTCC) facilities in Miami, Houston and Leesburg and renovations to control towers and other support facilities throughout the east coast. TMG has been in business since 1992, it employs annually between 100 and 120 professionals and has earned revenues of approximately \$90m / year.

**c. Provide the names, addresses, telephone numbers, and e-mail addresses of persons within the firm or consortium of firms who may be contacted for further information.**

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**d. Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater.**

Please see attached audited financial statement for TMG Construction Corporation.

**e. Identify any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to The Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et. seq.) of Title 2.2**

None.

## 2. PROJECT CHARACTERISTICS

**a) Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type and intent of the project, the location, and the communities that may be affected are clearly identified.**

TMG is proposing to develop, design, construct and operate approximately twenty  hangars and seven  General Aviation (GA) Hangar Condominiums at Winchester Regional Airport (KOKV).

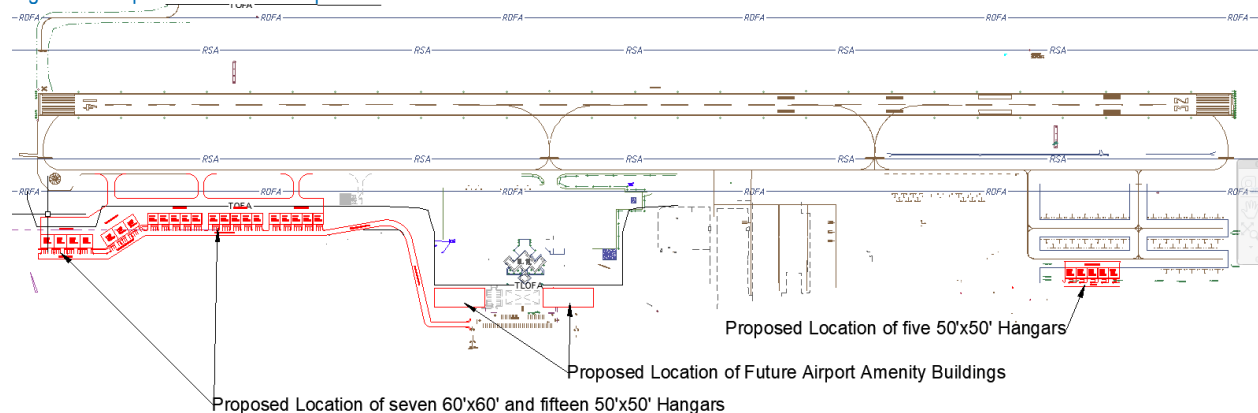
The project will be setup as an LLC in the early phases of the project as a Condominium Association (CA), which will initially be managed by TMG and eventually transitioned to an elected Board of Directors. The ownership model will be structured such that the CA is governed by a Board of Directors, in which each member of the association has voting rights to create policy and provide direction and guidance on how the facility is operated and costs expended. Each hangar will be individually owned and the buildings and related civil and common improvements will exist on a 40-year ground lease that is established between the Authority and the CA. A ground lease agreement will be negotiated that includes: consideration for reversion of the improvements back to the Authority at lease expiration, annual escalation, other land use terms as currently published by KOKV and governing authorities and the Authority providing services such as snow removal, grounds keeping and other services as appropriate. Independent of the Authority, a management function will be created to run the day-to-day operations of the hangars.

TMG's expectation is to enter into a phased, 40-year ground lease with the Authority that will allow for the CA to start out with a minimal area of the land and to expand as condominiums are sold. In addition, the ground lease will provide a contractual mechanism for the CA based on mutual agreement and interest with the Authority to expand its lease to develop other airport amenities such as a restaurant, maintenance and additional hangars and other improvements that would be of value to the Authority and the CA.

The hangars will be sold for a price that pays for the development and construction of each individual hangar, plus the prorated portion of the civil and community building's costs. A monthly fee will be charged for the recurring costs such as maintenance, ground lease, utilities, etc.

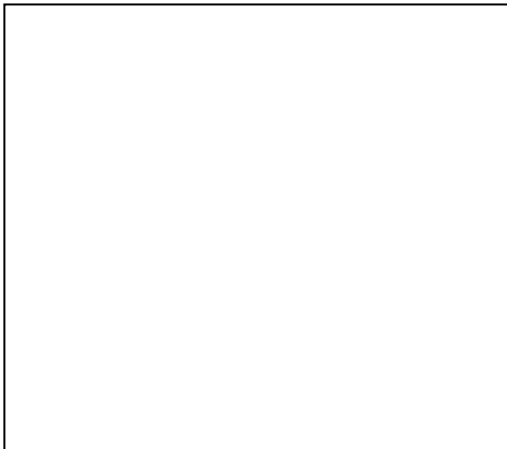
The project will be master planned as a collaborative effort between TMG, the Authority and the CA and will be located at various locations along the west side of the parallel taxiway as conceptually illustrated in Figure 1, with future consideration for additional hangars and amenities as space may allow.

Figure 1 - Proposed Location of Improvements



The hangars will be located within the airport grounds at locations that meet set-back minimums and other requirements, and that are inherently master planned for hangars. The hangars will be designed and built in a manner that their look and operations are not indifferent to the interests of adjacent land holders and/or the Authority.

Figure 2 -  Hangar Concept



The scope of this project will include consideration for establishing the hangars as a dividing point between the Airport Operation Area (AOA) and landside, such that access to and parking at the back of each hangar is not restricted. Access Control and CCTV will be considered as part of the scope of this project based on an extension of the Authority systems to the fullest extent practical.

The hangars will be sized and designed to service mid-sized GA aircraft that would not otherwise typically fit in a T-hangar and because of their value and/or mission are desired to be kept in a hangar. The hangars nominal size will be ' and ' with a minimum ' ceiling height, as conceptually illustrated in Figure 2 and 3. However, a variant may be created to meet similar needs of the market targeted hereto.

Figure 3 -  Hangar Concept



The hangars will be marketed in a basic form to include the overall hangar structure, a bathroom, and basic systems such as lighting, fire protection and heating. In addition, an a la cart series of options to upgrade each hangar will be provided.

A more detailed version of the design is included in a six page, 11x17 set of drawings attached to this proposal that are labeled "Winchester, Virginia Regional Airport General Aviation Hangar Condominium Project, Concept Design for PPTA Offer dated 11.23.2020."

## b) Identify and fully describe any work to be performed by the Authority.

TMG and the Condominium Association (CA) will assume responsibility for the costs and effort to develop, design, build and operate the facility based on developable land that is provided by the Authority. As part of this consideration, TMG and the CA is looking to the Authority to provide the following:

### Development and Construction Phase

The Authority will provide all Authority required project oversight, engineering support, and related efforts that are necessary to develop the project at no cost to TMG or the CA.

The Authority will assist in a joint marketing exercise, using marketing collateral that is developed and paid for by TMG and/or the CA. The Authority will be responsible for all costs associated with obtaining FAA, State and local authority project appropriateness and/or permits / land use approvals. TMG and/or the CA will not be charged for any use, availability and other





forms of fees associated with providing a site that is ready for building and related sitework construction (as contemplated in this project). TMG will pay for all direct costs specifically associated with designing and constructing the buildings, site improvements directly associated with the hangars, its systems and any local building permit related fees that are required by this effort.

The Authority will provide access to, and engineering support at no cost to TMG and the CA to connect to all airport utilities and systems such as sanitary sewer, water, electric, natural / lp gas, access control, CCTV, Internet, Phone, etc. TMG will pay for the direct cost of design and construction of extending and connecting to these systems.

### **Operations Phase**

The CA will look to the Authority to provide ground maintenance, security, aircraft fueling and other services in consideration for the monies paid by the CA for the ground lease. The extent of these services and their cost will be negotiated incidental to negotiating the Comprehensive Agreement, the Land Lease and subsequent amendments there to.

### **c) Include a list of all federal, state, and local permits and approvals required for the project and a schedule for obtaining such permits and approvals.**

The following is the list of known permits required and the organization responsible for obtaining them:

- FAA, State and Local Appropriateness of Use / Zoning Approvals - Airport Authority
- Environmental – Airport Authority
- Building and Building Systems – Building Permits - TMG / Condominium Association
- Others – to be determined

### **d) Identify any anticipated adverse social, economic, and environmental impacts of the project. Specify the strategies or actions to mitigate known impacts of the project.**

The project is being developed in the spirit of cooperation with the Authority and the community to add value to the Authority and the local community and to mitigate any adverse impacts that are identified to the fullest extent practical. We are unaware of any adverse impacts that would result.

### **e) Identify the projected positive social, economic, and environmental impacts of the project.**

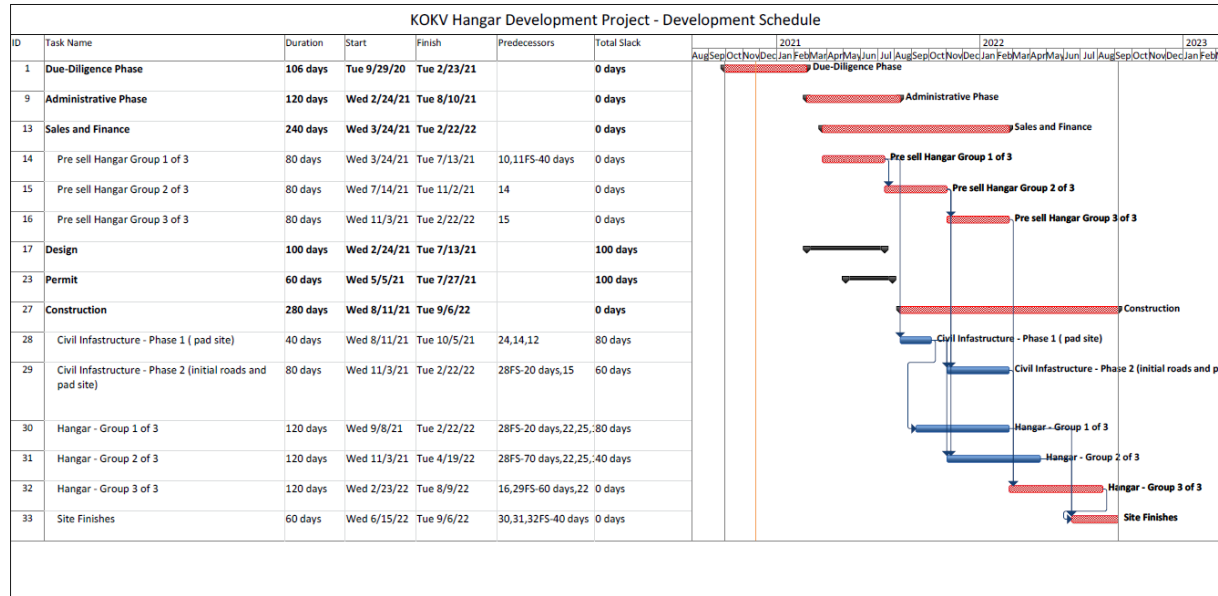
The project is being developed in the spirit of cooperation with the Authority and the local community to add value to the Authority and the local community. The intent of the project is to address a need for additional hangar space that is required for a growing fleet of general aviation aircraft, thereby providing the airport and the local community with additional income that results from the commercial operation of these aircraft, including increased hospitality and restaurant business.

### **f) Identify the proposed schedule for the work on the project, including the estimated time for completion.**

TMG's proposed schedule is reflected in detail as an Attachment to this offer and is graphically summarized below in Figure 4. TMG's approach to this project relies on pre-selling the Hangar Condominiums as the basis for our offer and the plan is to pre-sell the hangars associated with each building as a condition precedent to construction of each group. As planned, it is TMG's intent to work with the Airport Authority to work through the public advertising of the PPTA, which will be finalized by entering into a Comprehensive Agreement and a NTP for preliminary design and marketing work that will start in the first quarter of 2021. This effort will lead to the presale of hangar condominiums, design, permitting and the start of construction by the third quarter of

2021. As envisioned, the hangars will be built in phases with the first phase delivering as early as first quarter of 2022 and to continue through late 2022 based on the pace of sales.

Figure 4 – Project Development Schedule



## g) Propose allocation risk and liability for work completed beyond the agreement's completion date and assurances for timely completion of the project.

The success of this project is predicated on pre-selling the hangar condominiums. The risks associated with the project will be controlled by virtue of TMG building the project in phases that includes phasing and ground lease limits which yields a complete project for each phase in the unlikely event that marketing of subsequent phases are not successful. Incidental to negotiating the Comprehensive Agreement that defines the specific terms of the Authority's acceptance of this PPTA offer, TMG will work with the Authority to define and reasonably mitigate any risks that the Authority expresses as a concern. Timely completion of each phase of the project will be addressed prior to starting construction of the phase in a manner that is mutually acceptable to TMG and the Authority.

## h) State assumptions related to ownership, legal liability, law enforcement and operation of the project and the existence of any restrictions on the Authority's use of the project.

The fundamental assumption is that the 27 proposed hangar condominiums will be privately owned by individuals and/or organizations that have membership in a Condominium Association (CA) that is established as an LLC. The LLC will hold a 40-year land lease with the Authority.

More specifically, the project will be setup as an LLC in the early phases of the project as a CA, which will initially be managed by TMG and eventually transitioned to an elected Board of Directors. The ownership model will be structured such that the CA is governed by a Board of Directors and that each member of the association has voting rights to create policy (that is compliant with KOKV, local, state and federal established requirements) and provide direction and guidance on how the facility is operated. Each hangar will be individually owned and the buildings and related civil and common improvements will exist on a ground lease that is established between the Authority and the CA. A ground lease agreement will be negotiated that includes

consideration for the use of the land along with having the Authority provide services such as snow removal, ground keeping and other services as appropriate. Independent of the Authority, a management function will be created to run the day to day-to-day operations of the hangars.

The CA will extend the Authority's electronic access control and CCTV systems (to the extent they exist) to control ingress and egress to the hangars and to the AOA. The CA will be provided limited administrative rights to these systems and will look to the Authority and local law enforcement for matters of security.

The hangars are being constructed for private use. The Authority will be granted access and use of the facility on terms that will be further developed incidental to developing the Comprehensive Agreement.

**i) Provide information relative to phased or partial openings of the proposed project prior to completion of the entire work.**

The project is intended to be delivered in approximately three phases based on successfully pre-selling the hangar condominiums. The plan is to pre-sell each group of hangar condominiums as a condition precedent to construction of the group. Construction and delivery of each phase will be managed as a separate project within the overall project and beneficial use of each phase will be provided as soon as practical. While there will be an overall master plan for the site work, the site improvements will be built to support the needs only of each phase.

**j) List any other assumptions relied on for the project to be successful.**

There are three driving factors that will determine the success of this project that we can readily identify:

- It is recognized that the sale price of the hangar condominiums will compete with the cost of lease space in a larger hangar and other price driven purchase related considerations. Preliminary market feedback suggests that having the ability to own and customize individual private hangars for the mid-sized GA aircraft has a market and it is assumed that the costs of development, land, construction and operating costs will yield a marketable product that the community has an interest in owning.
- The Authority and all governing bodies that are involved in this project will work in partnership with TMG and the CA incidental to negotiating the Comprehensive Agreement and thereafter to establish terms, conditions and costs of the Land Lease and other services that will yield a marketable product that meets the needs of all stakeholders.
- The land lease needs to be limited to the area(s) of the project in which development has been released for construction and will be expanded as each subsequent phase of the project proceeds.

**k) List any contingencies that must occur for the project to be successful.**

This proposal is to develop and construct hangar condominiums that requires the hangars to be substantially pre-sold as a condition precedent for building the project and/or portions thereof. This offer is predicated on the understanding that TMG will invest the time and money required to develop the necessary design, marketing collateral, and other preliminary due-diligence that is needed to market the project. Additionally, the proposed hangar construction on the NW side is comingled with, and, potentially dependent on the relocation of the taxiway, which will need to be coordinated. As such, it is the intent of this offer to advance the project in an orderly and deliberate way far enough to aggressively be able to pre-sell the hangars and the project's success is predicated on these two known considerations.

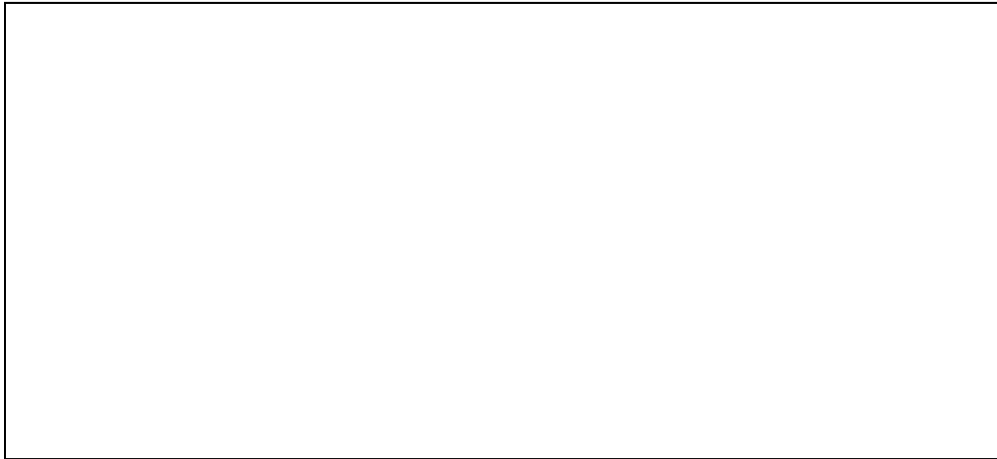


### 3. PROJECT FINANCING

**a) Provide preliminary estimate and estimating methodology of the cost of the work by phase, segment, or both.**

As summarized below in Figure 5 and as currently understood, the project is estimated to have a total cost of approximately \$[REDACTED]. This will yield a selling cost of approximately \$[REDACTED] for a [REDACTED]' hangar and \$[REDACTED] for a [REDACTED]' hangar. A detailed estimate accompanies this offer as an attachment that provides further detail.

Figure 5 – Project Cost Summary



The above stated costs are based on the conceptual estimate provided herewith and it will be adjusted as the design is developed.

Operating costs associated with the project will be paid for by monthly dues assessed to the hangar Owners. These costs will be identified incidental to negotiating the Comprehensive Agreement that results from the acceptance of this PPTA offer.

**b) Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs. Include supporting due diligence studies, analyses, or reports.**

Funding to create the preliminary design to market the project to obtain final land use approvals from the Governmental Agencies Having Jurisdiction (AHJ) will be paid for TMG. The project involves the construction of approximately six hangar buildings (that have three to five hangar condominiums each). Financing of the project will be accomplished by selling the individual hangar condominiums and utilizing the sale of each group of condominiums to collateralize a construction loan that will be paid off incidental to the completion and occupancy of each of the six buildings. It is envisioned that the project will be built in three phases, however depending on market interest and the pace of sales, each of the five hangar buildings could be built as a separate phase.

The operating model will be based on having a Condominium Manager who reports to the Condominium Association's Board of Directors (BoD) and will be responsible for operating the facility. The operating model assumes that the Airport Authority (for a monthly fee) will provide grounds maintenance; maintenance and operations of the exterior of the buildings will be outsourced to



a third-party; and the interior of each hangar will be maintained by its individual Owner (subject to minimum standards set by the BoD and offered at an additional cost if desired). Operation and staffing levels at large will be determined by the BoD of the hangars at such time as no less than fifteen Hangar Owners are represented by the BoD.

Operations of the project will be managed by the CA and paid for by monthly fees that are paid by the Owners of the hangars and revenues generated from the community building. Monthly fees charged to the Hangar Owners will include consideration for land lease costs, insurance, maintenance and operations services provided by the Authority and other third-parties, along with other operating costs

The feasibility of this project is based on preliminary data that has been provided by informal market research by TMG and a formal market study will happen incidental to marketing the project, once the Comprehensive Agreement is established between the Authority and TMG.

**c) Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all significant fees associated with financing given the recommended financing approach. In addition complete disclosure of interest rate assumptions should be included. Any ongoing operational fees, if applicable, should also be disclosed as well as any assumptions with regard to increase such fees.**

This offer is premised on the assumption that once the Comprehensive Agreement is finalized that acknowledges the acceptance of this PPTA offer, TMG will advance the design of the project to market and to pre-sell the hangars sufficiently to allow the first of three phases to proceed with final design, permitting and construction. At such time as adequate interest in the project is established by virtue of pre-selling the hangar condominiums, TMG will obtain construction financing from the lending industry at the prevailing market rates. The cost of financing is included as part of the development cost and it will be directly paid for by each Owner of the condominium as part of the sale price. The detailed estimate that is included as Attachment 5 to this offer itemizes TMG cost structure and establishes the fees that TMG seeks to earn.

**d) Identify the proposed risk factors and methods for dealing with these factors.**

The success of this project is predicated on pre-selling the hangar condominiums. The risks associated with the project will be controlled by virtue of TMG building the project in phases that includes phasing limits which yields a complete project for each phase in the unlikely event that marketing of subsequent phases are not successful. Incidental to negotiating the Comprehensive Agreement that defines the specific terms of the Authority's acceptance of this PPTA offer, TMG will work with the Authority to define and reasonably mitigate any risks that the Authority expresses as a concern. Timely completion of each phase of the project will be addressed prior to starting construction of the phase in a manner that is mutually acceptable to TMG and the Authority.

**e) Identify any local, state, or federal resources that the proposer contemplates requesting for the project. Describe the total commitment, if any, expected from governmental sources and the timing of any anticipated commitment. Such disclosure should include any direct or indirect guarantees or pledges of the Authority's credit or revenue.**

This offer is premised on the following resources being provided to TMG at no cost:

- The Authority providing all Authority required project management and oversight;
- The Authority providing all Authority, FAA, state and local land use approvals;
- The Authority cooperatively marketing with TMG using TMG created marketing collateral via existing Authority communication tools such as: website; social media, bulletin boards, town hall meetings, etc.;

- The Authority providing TMG engineering support / oversight incidental to the design of the site, the buildings and building's system;
- The Authority completing any land acquisition that is required to locate hangars, roads and related improvements as illustrated in Figure 1 that is identified on the current Airport Layout Plan (ALP) to be part of the airport grounds that is required to develop this project;
- The Authority completing the taxiway relocation, ramp and other improvements that are shown on the ALP and required to build this project.

**f) Identify the amounts and the terms and conditions for any revenue sources.**

Revenue Sources for this project currently identified come from three sources:

- The sales of Condominium Hangars;
- Monthly condominium fee that are paid by the Condominium Owners;

The ownership of the project is being setup as a Condominium Association (CA), and will meet all of the legal requirements of local, state and federal laws to provide trust and transparency of its operations. The specific terms and conditions directly related to revenues and operations will be developed after the Comprehensive Agreement that accepts this PPTA offer is complete, incidental to creating the CA.

**g) Identify any aspect of the project that could disqualify the project from obtaining tax-exempt financing.**

This project is being privately funded primarily for private use on public land and it is not currently believed to be tax exempt.



#### **4. PROJECT BENEFIT AND COMPATIBILITY**

**a. Identify who will benefit from the project, how they will benefit and how the project will benefit the overall community or region.**

The PPTA offer to develop hangars at Winchester Regional Airport (KOKV) is being offered to provide needed private hangar space for mid-sized GA Aircraft. In doing so, it will provide a home for a growing fleet of million to multimillion-dollar aircraft that will be permanently housed at KOKV. This will bring new commerce and tax revenues to the airport and the local community and regional businesses.

**b. Identify any anticipated public support or opposition, as well as any anticipated government support or opposition, for the project.**

The project is consistent with and supports the Airport's Master Plan and the growth of the greater Winchester region. Albeit, somebody or some organization will have issues, the project will be developed with respectful consideration for concerns expressed and is believed to be supported by the Authority in general.

**c. Explain the strategy and plans that will be carried out to involve and inform the general public, business community, and governmental agencies in areas affected by the project.**

TMG will be looking to the Authority to take the lead in any public advertising that is required to provide public comment and will provide the Authority with all intellectual collateral necessary to accomplish any public notice requirements and/or public hearings that is design related. As a separate and parallel effort, TMG will take the lead in marketing the project to the business and the flying community via a targeted multi-media marketing effort that is necessary to pre-sell the condominiums to qualified organizations and individuals and requests that the Authority help with the effort by such efforts as advertising the project on its website.

**d. Describe the anticipated significant benefits to the community or region, including anticipated benefits to the economic condition of the public entity and whether the project is critical to attracting or maintaining competitive industries and businesses to the public entity or the surrounding region.**

This project targets mid-size GA aircraft that in many cases operate under FAA Part 121 rules to move freight, to provide chartered private flights, to provide flight training, and to provide a fixed base for corporate and private planes that are currently not located at KOKV. In effect, this project has the potential to bring 27 new businesses to the airport and the region, which will provide employment opportunity for both technical and non-technical jobs. This project will provide hangar infrastructure for regional and national businesses that require the ability to travel and would otherwise be disillusioned by having to commute over an hour to IAD for commercial flights.

**e. Describe compatibility with the local comprehensive plan, local infrastructure development plans, the capital improvements budget or other governmental spending plan.**

This project takes into consideration the Airport's current master planned realignment of the parallel taxiway and the planned growth of both the Airport and the Winchester region. The intent of this plan is to provide hangars that create shelter for the aircraft and a social and professional built-environment that is directly associated with each individual aircraft that is housed in each of the hangars. This project is a natural extension of the airport's planned growth and it provides opportunity for the airport to provide a fixed base for no less than 27 additional mid-sized piston, turbine and small regional jets that is aligned with the of



growth of KOKV. The project is privately funded and will provide additional operating sources of revenue to support the infrastructure that the Authority is investing in.

**f. Provide a statement setting forth participation efforts that are intended to be undertaken in connection with this project with regard to the following types of businesses: (i) minority-owned businesses; (ii) woman-owned businesses; and (iii) small businesses.**

TMG is a certified Women Owned Business and Minority Owned Business Enterprise. TMG will actively seek out, track and manage the award of work to small and disadvantage local businesses to the fullest extent practical.

**g. For PPTA projects, explain whether the proposed improvements are compatible with present and planned transportation systems and whether the project will provide continuity with existing local and state facilities.**

This project as contemplated will be designed and constructed to achieve an appearance that compliments the look and feel of other buildings located throughout Airport grounds and adjacencies. The project takes into consideration the Airport's current master planned realignment of the parallel taxiway and the planned growth of both the Airport and the Winchester region. This project is a natural extension of the Airport's planned growth.