



AGENDA

- 1. Airport Overview
- 2. Aeronautical Opportunities Delta Airport Consultants
- 3. PPP Hangar Innovation TMG & Sotheby's
- 4. Adjacent Development One Logistics Park
- 5. Aerospace Workforce Flyabout Strategies & WRAF
- 6. Q&A



AIRPORT OVERVIEW

- Governance

- Winchester Regional Airport Authority Act of 1987

- Infrastructure

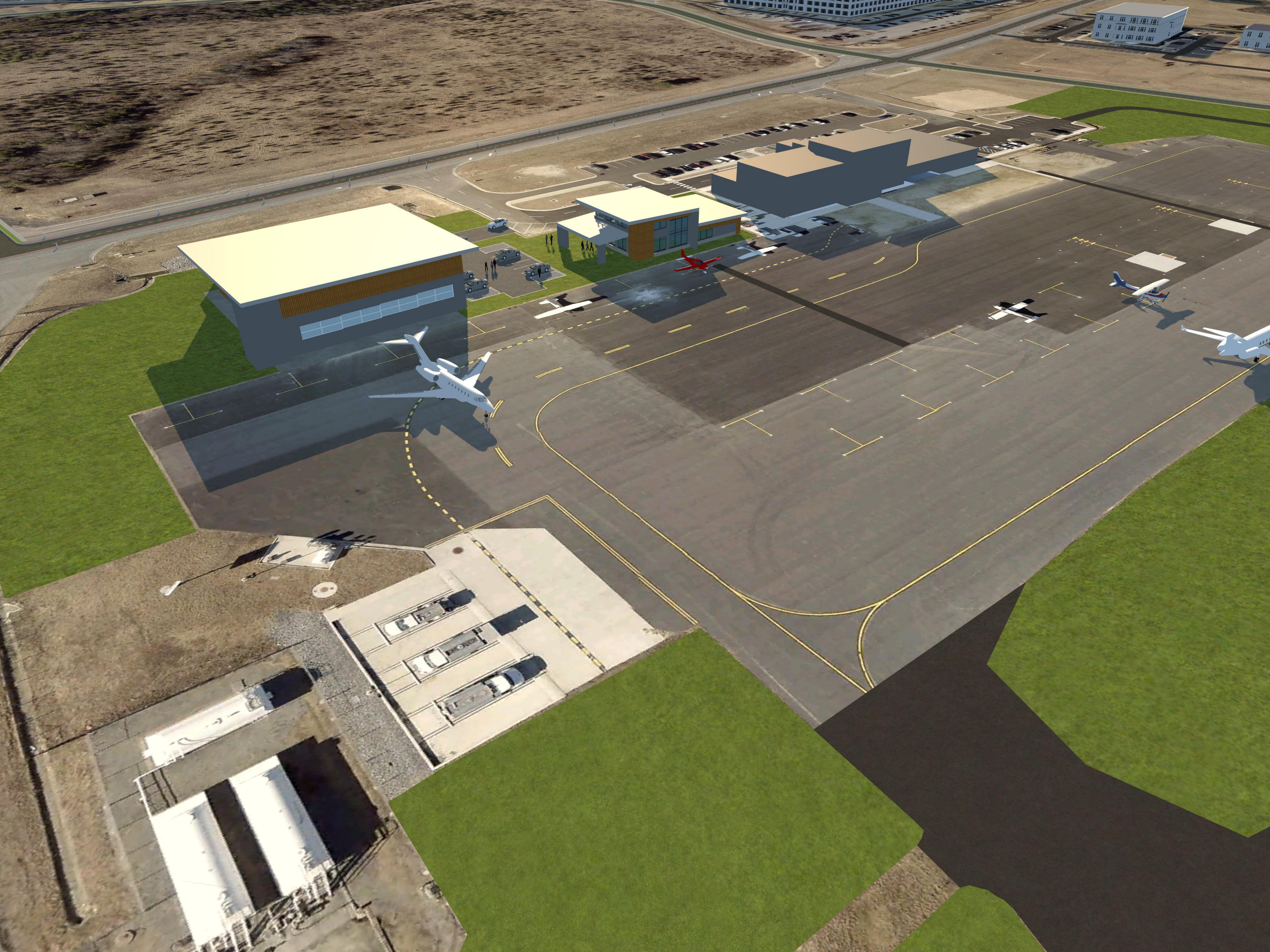
- \$40M in public and private development (FY2020-2026)

- Mission

- "To connect people, opportunities, and innovation through aviation, while serving as a hub for community growth, education, and economic development in the Shenandoah Valley"



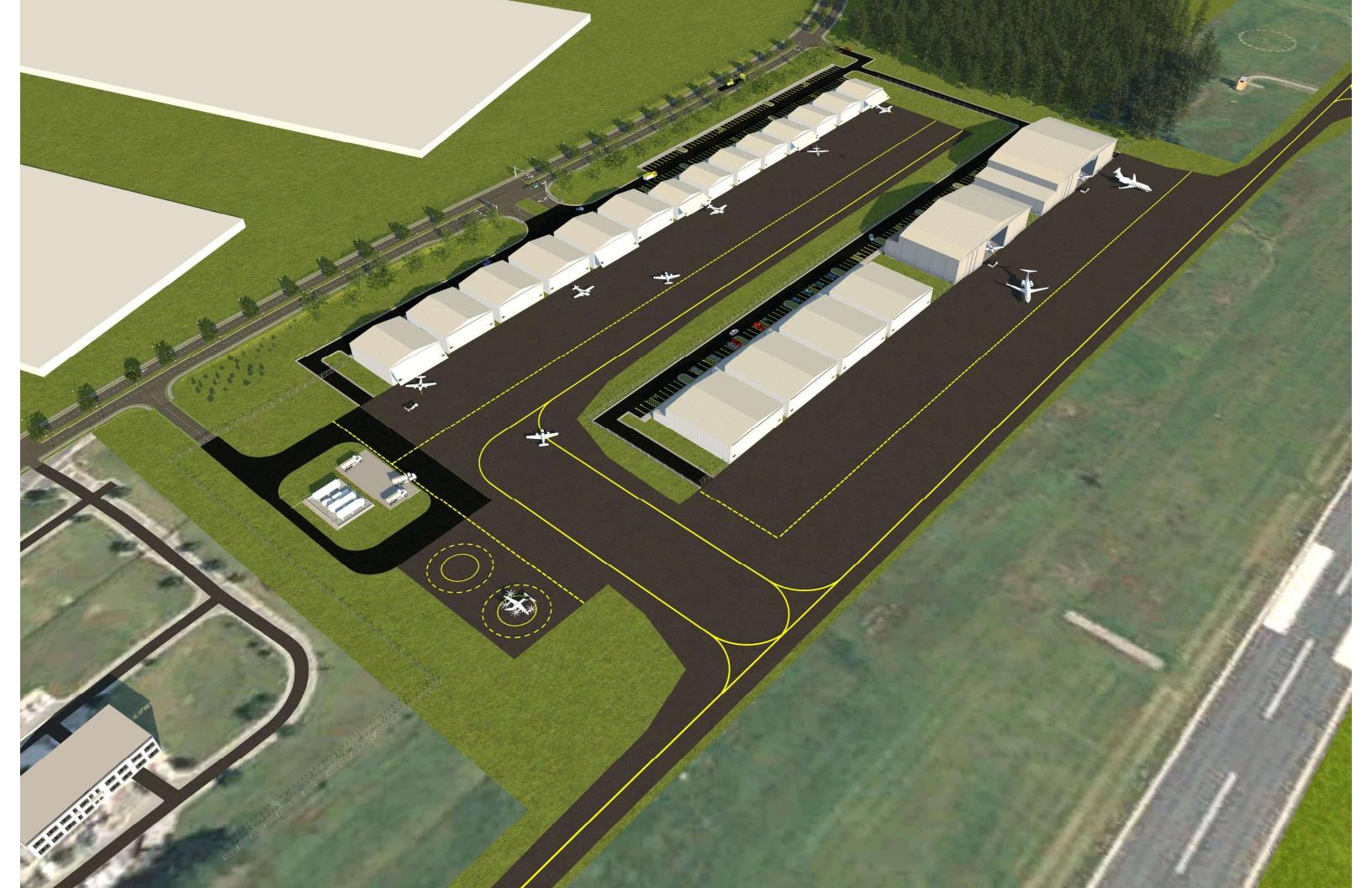




















Sotheby's

Key Sales Personnel

- Peter Leonard-Morgan Associate Broker, Hunt Country Sotheby's
- Charles Thies REALTOR, Hunt Country Sotheby's





Sotheby's INTERNATIONAL REALTY

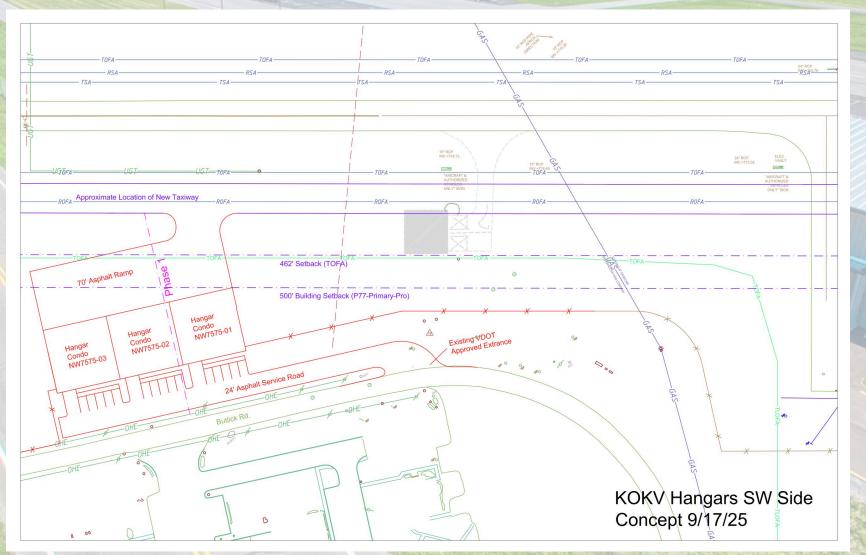
- New hangar community at KOKV designed for owners, investors, and corporate flight ops.
- Mix of private box units: 52'×42' 75 x 75 and 50'×60'.
- Planned expansions: 150'×150' corporate hangar and an on-field restaurant to anchor the campus experience.
- Built in partnership with TMG (Joe Matthews) to deliver quality and efficiency.



Hangar Concept Plan

Hunt Country

Sotheby's
INTERNATIONAL REALTY





Hangar Concept - 1

Hunt Country

Sotheby's
INTERNATIONAL REALTY



LANDSIDE PERSPECTIVE - L3



ENLARGED PERSPECTIVE - E1



ENLARGED PERSPECTIVE - E2



Hangar Concept - 2



Sotheby's
INTERNATIONAL REALTY



LANDSIDE PERSPECTIVE - L1



LANDSIDE PERSPECTIVE - L2







Sotheby's International realty

- Purpose-built box hangars sized for SR-series, Bonanzas, light twins, turboprops, and select light jets. (Mid Range Market)
- Modern construction and owner-friendly options (fit-out flexibility, mezzanine potential where permissible).
- Airside access within the KOKV ecosystem; adjacency to new terminal enhances value and convenience.
- Campus plan includes: phased hangar delivery, the planned 150'×150' corporate hangar, and the restaurant pad.





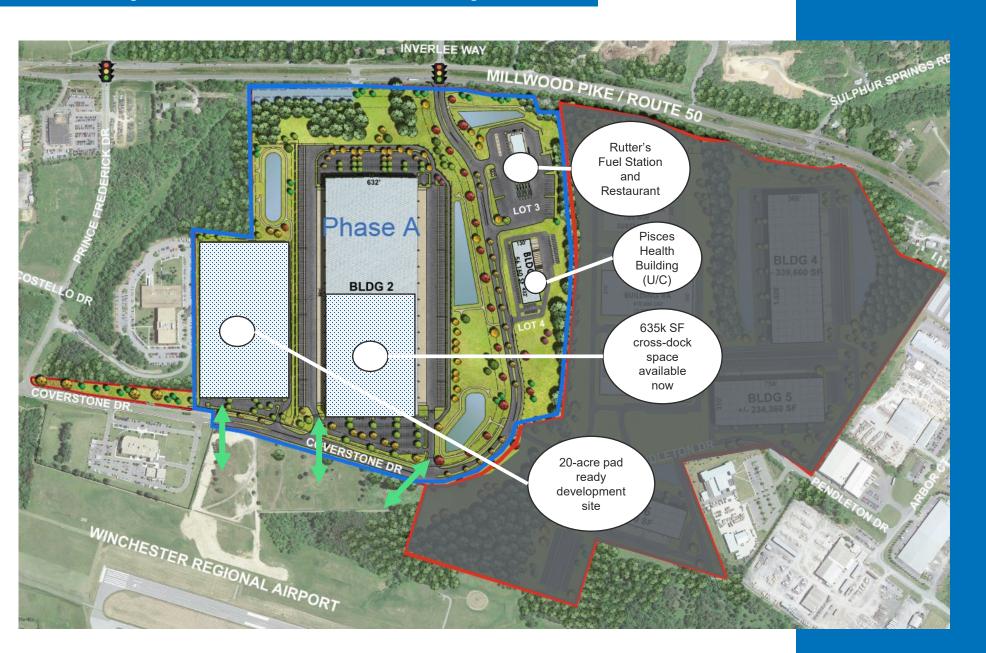
- Demand: Northern Virginia hangar scarcity; KOKV's growth trajectory and new terminal visibility.
- Limited availability: Priority selection active; early commitments shape fit-out options and timing.
- Long-term hold appeal: Airport-adjacent real assets with durable user demand.





Sotheby's

- · Reserve your unit (priority list / deposits open).
- On-site walkthroughs available; coordinate with Charlie + Joe for specs and options.
- Contact: Charlie Thies, Hunt Country Sotheby's International Realty (#1 Aviation Real Estate Specialist).





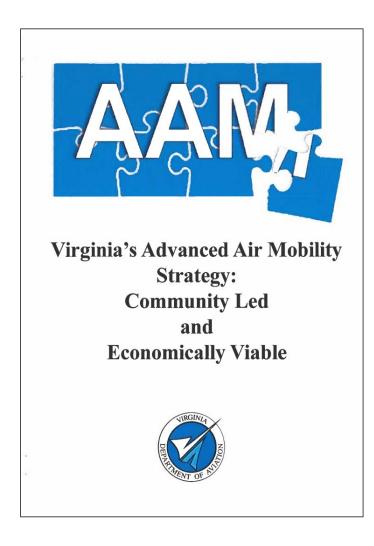


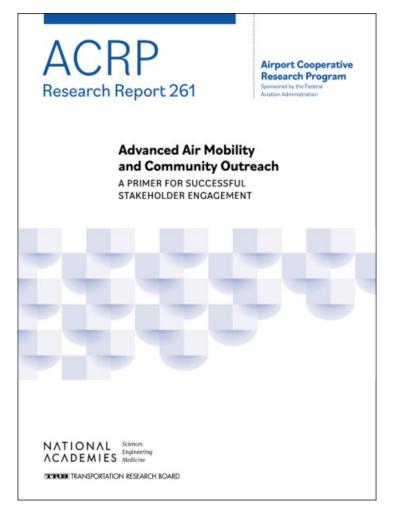
Winchester AAM Cluster Analysis and Workforce Development Pipeline Study

"Prepare for Takeoff"

KYLE SNYDER, FLYABOUT STRATEGIES
JAY WILLMOTT, NEXUTECH
TOM McMahon, Nexutech

- 1. Investments must demonstrate public benefit commensurate with costs within the next five years and should be community-led.
- 2. Investments should demonstrate alignment with a realistic federal regulatory pathway.
- 3. Investments must support the development of industry operations and commercial viability.
- 4. Investment should demonstrate a path to economic viability and long-term funding.
- 5. Investment must demonstrate how they create progress toward the integration of new aviation technologies and flight modes.
- 6. Investments should specifically create conditions that make Virginia more attractive to aviation industry participants.









OKV AAM Cluster Factors:

Infrastructure

- Airport
- Terminal of the Future
- SWW-test corridor (VA-FIX)
- Regional Air Mobility
 Network of Airports
- Multi-modal connectivity

Workforce

- Laurel Ridge CC
- Blue Ridge CC
- Shenandoah University
- Data Science, Computing, and Applications Lab School
- Randolph-Macon Academy
- CTE programs

Industry

- Dynamic Aviation
- Summit Point Training
- STEM Flights
- Machining shops
- Iridium*
- Electra*

Engagement

- DOAV AAM
 Strategic Plan alignment
- NASA Airports as Energy Nodes
- Winchester EDA planning
- Civil Air Patrol
- AAM Working Group
- VAAMA

Location

- FAAWashingtonCenter
- I-81, I-66
- MAAP
- Access to the Shenandoah Valley Airspace

Opportunities

- Jobs
- Operations
- Stronger
 Industry
 Engagement





OKV AAM Growth Opportunities

- Operations
 - A Regional MRO Operations Hub
 - Regional Cargo Operations
 - Passenger Transport Applications
 - Regional Network Hub Operations
- Workforce: programs and facilities
 - Dedicated programs: Mx training, UTM specialists, battery systems engineering and technicians, digital integration skills
- Supply Chain and Infrastructure
 - Limited supplier community
 - Training programs
 - Support services

- AAM Marketing Strategy
 - Recruitment- OEM, suppliers, operations
 - Industry collaborations
- AAM Regional Hub Identity
 - VA elPP participation
 - AAM RAM network development







WINCHESTER REGIONAL AVIATION FOUNDATION

Carley Walker
Bill Pifer
Nick Sabo



INTRODUCING WRAF

501c3 singularly focused on aerospace workforce development in the Shenandoah Valley through education, community outreach, scholarships, & events

Key collaborations:

- Storytime at the Airport (Handley Regional Library System)
- STARBASE (DoD)
- Civil Air Patrol
- Career & Technical Education (CTE) in 5 jurisdictions
- Laurel Ridge Community College Curriculum Advisory Committee
- Shenandoah University School of Business Advisory Board & Aviation Studies program

2025 stats to date:

- 2K+ student visitors through OKV for tours, programs, & events
- Connected w/1.5K+ middle & high school students at regional workforce events
- NASA grant co-recipient (\$50K) for aviation programming @ 11 area middle schools
- First scholarship to be awarded fall '25



OPEN FORUM

OKV Development Toolkit



