



The AVIAS SITES Land Development application provides scenario-based analysis of airport real estate assets to optimize land utilization and determine return on investments.

The **AVIAS SITES** application allows your staff to manage your real estate portfolio of assets.

SITES provides an auto updated map of all the parcels that the airport has available for both aviation and non-aviation development.

The application allows you to inventory and create a portfolio of real estate assets and can be updated for lease management if needed.

AVIAS SITES optimizes land utilization, customized to your airport, breaking down properties into various development types.

It can be developed into a Strategic Real Estate Master Plan. This allows your staff to run financial scenarios on various opportunities or by land parcel to quickly manage your portfolio,

provide analysis, generate proformas to show returns on investments on possible developments.

SITES manages complex sets of data, such as environmental and utility information, highest and best use analysis, development concepts, and instantly displays information on property cards.

Your team can quickly create and download marketing materials to send to potential tenants and developers.

BENEFITS

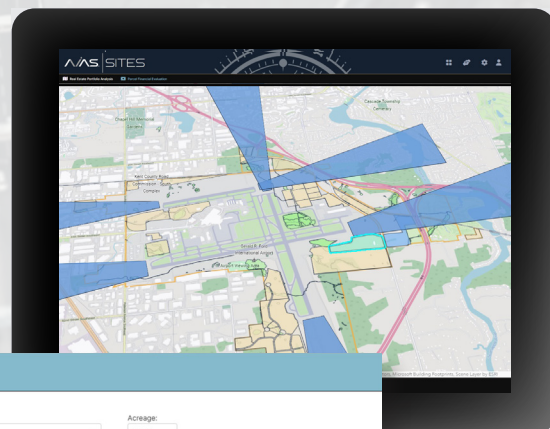
- Catalogs your real estate parcels
- Optimizes land utilization
- Automates financial functions
- Instantly creates marketing materials
- Easily manages complex data

FUNCTIONALITY

- Provides a repository to manage data on real estate assets at your airport
- Data can be used to develop a Strategic Real Estate Master Plan
- Identifies highest and best-use parcels
- Uses financial scenario-based analytics to generate 20-year proforma

FEATURES

- Cloud based
- Auto-updated mapping
- Customizable to meet your airport's needs



Highest & Best Use Scenario Input

Development Type: INDUSTRIAL	Deployment Date: 2025	Acreage: 20.00
Highway Frontage: 4-Lane Highway	Runway Access: NO	Railroad Access: NO
Utilities: POWER		

Run Scenario **Reset** **Close**

Optimize land utilization with scenario-based analytics

TECHNICAL SPECIFICATIONS

- Version: 3.0
- Cloud-based
- Data hosting via AWS
- Uses Esri-based maps or user-defined sources
- Customizable interface and functionality based on users needs
- Customizable user scenarios based on user input or planning data
- User defined filter and search fields for data access
- Long term support and data maintenance options
- Basic system requirements:
 - High speed internet connection
 - Modern web browser such as *Google Chrome*, *Microsoft Edge*, or *Mozilla Firefox*
 - McFarland Johnson recommends updating your browser to the latest stable release
 - Your browser must be set to accept cookies



Marketing cutsheets can be developed and sent to potential tenants and developers

Perform financial scenario-based analysis on any parcel

Year	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Base Rent	\$25,000	\$25,000	\$40,000	\$67,840	\$90,554	\$114,176	\$138,743	\$164,293	\$190,865	\$218,500	\$247,240	\$277,130	\$308,215	\$340,544	\$374,166	\$409,090	\$445,409
Annual Escalation	0	21,000	21,840	22,714	23,622	24,567	25,550	26,572	27,635	28,740	29,890	31,085	32,329	33,622	34,967	36,365	37,820
Total Operating Income	\$25,000	\$46,000	\$61,840	\$80,554	\$104,176	\$133,310	\$164,343	\$190,865	\$218,135	\$246,980	\$276,120	\$306,215	\$337,244	\$369,166	\$401,133	\$433,455	\$466,229
Annual Expenses	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Total Operating Expenses	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Total Operating Income/Loss	10,000	31,000	46,840	65,554	89,176	118,310	149,343	175,865	203,135	231,980	261,120	291,215	322,244	354,166	386,133	418,455	451,229
Airport Investment	1,200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lease Abatement	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Project Investment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lease Escalation Credit	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Non-Operating Expenses	1,200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Income/Loss	-1,190,000	31,000	46,840	65,554	89,176	118,310	149,343	175,865	203,135	231,980	261,120	291,215	322,244	354,166	386,133	418,455	451,229
Cumulative Income	-1,190,000	-1,159,000	-1,092,160	-986,606	-847,430	-673,120	-473,777	-258,912	-37,777	405,211	1,066,331	1,857,546	2,789,790	3,864,056	5,082,189	6,454,644	7,981,873
Cumulative Incentives	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Annual Return on Investment (ROI)	0%	44.25%	46.07%	47.96%	49.93%	51.98%	54.11%	56.32%	58.63%	61.02%	63.51%	66.10%	68.80%	71.60%	74.51%	77.54%	80.69%
Break Even Point	2.36 years																

Quickly generate a 20-year proforma and determines ROI

LEARN MORE ABOUT AVIAS

Scan the QR Code for an overview video of AVIAS or go to: mjinfrsolutions.com/AVIAS to learn more about AVIAS and the full suite of Airport Management Solutions.



AVIAS Suite of Airport Management Applications

- AEROCLEAR** - Obstruction Analysis
- CAPLAN** - Airport System Planning
- DAT** - Dynamic Analysis
- INSPECT** - Airport Inspection & Asset Management
- RUMBLE** - Pavement Management
- SITES** - Land Development

CONTACT US



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