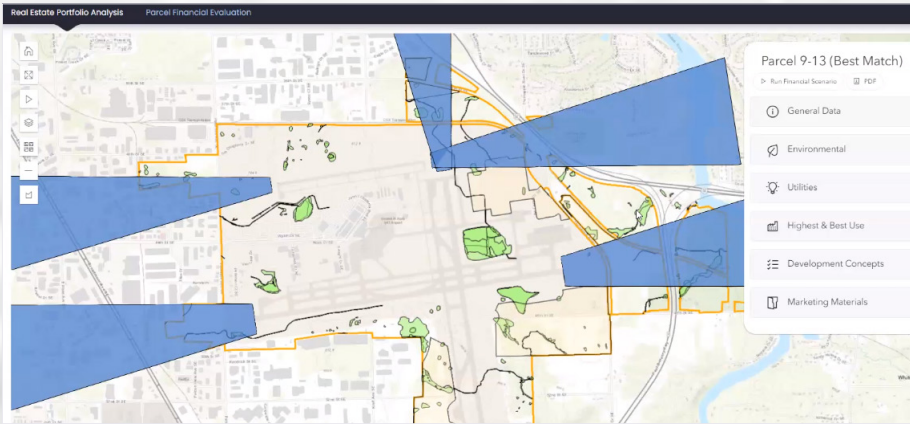




# DYNAMIC ANALYSIS TOOL

## LAND DEVELOPMENT



**The Dynamic Analysis Tool - Land Development provides scenario-based analysis of airport real estate assets to optimize land utilization and determine return on investments.**

The **Dynamic Analysis Tool - Land Development** allows your staff to manage your real estate portfolio of assets.

This tool provides an auto updated map of all the parcels that the airport has available for both aviation and non-aviation development. The tool not only allows you to inventory and create a portfolio of real estate assets, and can be customized to include lease management if needed.

Our land development tool optimizes land utilization, customized to your airport, breaking down properties into various development types and other parameters. It can be developed into a Strategic Real Estate Master Plan.

**Scenario-based Analysis.** 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.

**Centralized database.** The land development tool manages complex sets of data, such as environmental and utility information, highest and best use analysis, height restrictions, development concepts, and instantly displays information on property cards.

Quickly create, store, and download marketing materials to send to potential tenants and developers.

### BENEFITS

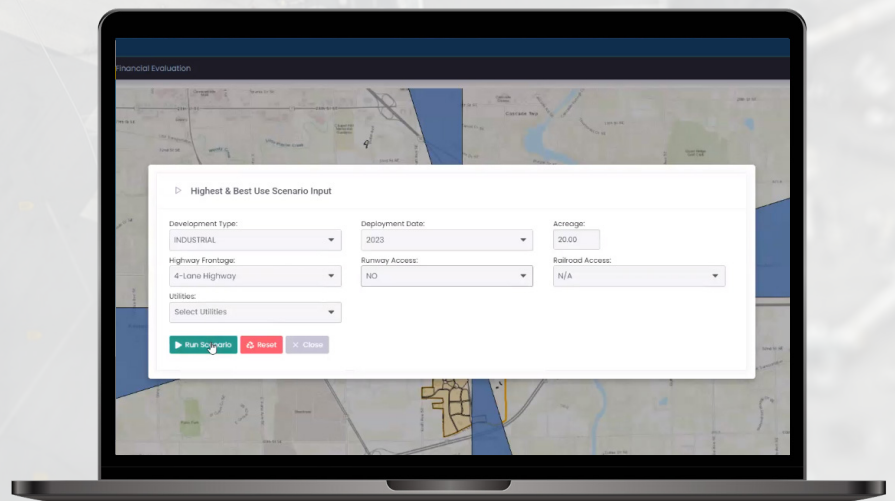
- Catalogs your real estate parcels
- Optimizes land utilization
- Automates financial functions
- Instantly creates marketing materials
- Easily manages complex data

### 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
- Can be integrated with the Dynamic Analysis Tool
- Customizable to meet your airport's needs



*Scenario-based analytics determine highest and best use cases to optimize land utilization*



# DYNAMIC ANALYSIS TOOL

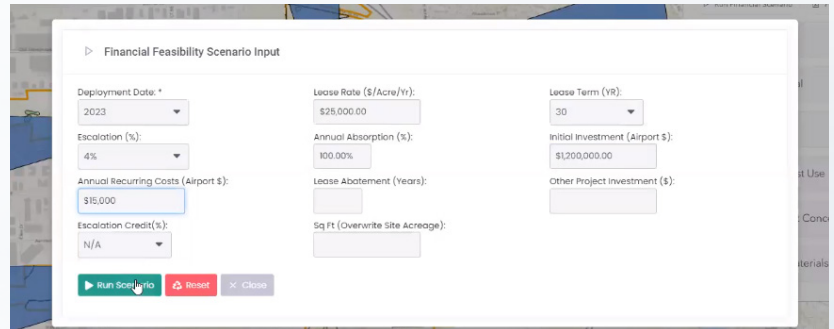
## LAND DEVELOPMENT

### TECHNICAL SPECIFICATIONS

- Version: 2.0
- InfraSolutions Integration
  - Dynamic Analysis Tool
- 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	2040
Base Rent	\$25,000	\$25,000	\$46,000	\$67,840	\$95,554	\$14,176	\$38,743	\$64,292	\$90,865	\$128,500	\$177,130	\$225,760	\$274,390	\$323,020	\$371,650	\$420,280	\$468,910	\$517,540
Annual Revenue	0	21,000	21,840	22,714	23,622	24,567	25,550	26,572	27,633	28,734	29,876	31,059	32,284	33,552	34,865	36,224	37,629	39,081
Total Operating Income	\$21,000	\$46,000	\$67,840	\$95,554	\$14,176	\$38,743	\$64,292	\$90,865	\$128,500	\$177,130	\$225,760	\$274,390	\$323,020	\$371,650	\$420,280	\$468,910	\$517,540	\$566,170
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	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	15,000
Total Operating Income Less	\$16,000	\$31,000	\$52,840	\$75,554	\$99,176	\$23,743	\$49,292	\$75,865	\$113,500	\$162,130	\$210,760	\$259,390	\$308,020	\$356,650	\$405,280	\$453,910	\$502,540	\$551,170
Airport Investment	1,200,000	0	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	0
Other Project Investment	0	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	0
Total Non-Operating Expenses	1,200,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Income/Loss	<b>-1184,000</b>	\$31,000	\$52,840	\$75,554	\$99,176	\$23,743	\$49,292	\$75,865	\$113,500	\$162,130	\$210,760	\$259,390	\$308,020	\$356,650	\$405,280	\$453,910	\$502,540	\$551,170
Cumulative Income	<b>-1184,000</b>	<b>-1153,000</b>	\$99,840	\$175,394	\$274,570	\$398,313	\$547,605	\$722,517	\$924,017	\$1,152,147	\$1,406,907	\$1,688,300	\$1,996,320	\$2,330,000	\$2,688,720	\$3,062,440	\$3,451,550	\$3,856,320
Annual Return on Investment (ROI)	0%	44.25%	46.07%	47.94%	49.93%	51.98%	54.11%	56.32%	58.62%	61.02%	63.51%	66.10%	68.80%	71.60%	74.51%	77.54%	80.80%	83.97%
Break Even Point	2.36 years																	

Quickly generate a 20-year proforma and determine ROI

### LEARN MORE ABOUT THIS SOLUTION

Scan the QR Code with your phone's camera or go to: [mjinfrasolutions.com](http://mjinfrasolutions.com) to view a short demo of this and other Dynamic Analysis Tools.



### Other InfraSolutions and Dynamic Analysis Solutions

- Dynamic Analysis Tool
- Pavement Management
- Predictive Obstruction Analysis
- Statewide System Planning
- Part 139 Inspection Tool
- Visualizations & UAV

### CONTACT US



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