



Aviation and Airport Real Estate

USHDG develops specific solutions to achieve our client's business goals.

Aviation Real Estate Development, Economic Development Incentives and Market Studies are a few of the specialized services we provide on a consultancy basis. Please contact us with your direct inquiry and we can discuss your specific needs in confidence. Our main focus is "Quality service that adds value to our client's best interest".

Aviation Real Estate

Utilizing an aviation commercial real estate professional is one of the most important strategic decisions that any organization can make when evaluating tenancy or development opportunities on airport property. Carl Quesinberry is a highly sought out Industrial real estate professional who has extensively focused on aviation real estate matters since 2000. He exclusively researched Aviation Commerce Parks for two consecutive years and studied the nation's most expensive, successful, unsuccessful, large and small Aviation Commerce Parks. He has consulted for International Airports regarding economic development strategies and has developed Competitive Market Studies for Airports to attract Industrial development.

Through this experience, Carl has developed a master profile of critical elements and characteristics that airports should possess in order to be successful in attracting an Industrial tenant base. Based on his 27 years of corporate real estate and advisory services, he has molded the acquired ideas into specific strategies for Airport Tenants that optimize the utilization and financial performance of their facilities. These strategies establish clear objectives and performance benchmarks which, when coupled with effective implementation and oversight often lead to a successful negotiation with airport leadership that generates a business agreement thus, meeting the operational and strategic needs of his clients. Carl's mission is to reduce total occupancy costs and risk for tenants of Airport Properties.

Negotiating and concluding a business agreement involving airport real estate requires special expertise outside the normal purvey of most commercial real estate professionals. This is achieved by understanding the nature of a diverse group of businesses, regulatory and quasi-governmental agencies. Identifying, acquiring and accessing such expertise poses a great challenge for most organizations that solely rely on their legal counsel and accountants.

Who does an organization turn to when facing first air cargo building proposal, first office building proposal, first corporate hangar complex proposal, or its first Maintenance, Repair & Overhaul (MRO) facility proposal? How can a potential airport tenant evaluate any of these proposals for the first time without a road map or clear understanding of all of the actors involved and considerations that are part of the evaluation?

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History has shown that trial and error does not often lead to successful airport leasing and/or development decisions. When a potential airport tenant understands the risks, motivations, and objectives of all stake-holders, there is a greater likelihood of making an informed business decision to achieve their business objectives. Airport real estate transactions are littered with mine fields. The nuances of understanding a long term land lease and how its value is calculated, financing the physical improvements on land that the tenant does not own fee simple, establishing true market value on a highly specialized and unique asset are critical challenges facing every Airport tenant.

If negotiations are pursued without professional representation, potential Airport tenants must urgently formulate an understanding of key aspects of a specialized business agreement, while quantifying different risks, motivations and objectives of the Airport stakeholders on the other side of the table. Airport real estate negotiations begin from very different perspectives. Typically, an established set of leasing, management and development policies are presented by Airport Management or their representatives, therefore, having command and control of the policies and procedures that regulate this specialized transaction is vital. Carl can provide potential Airport tenants with a strategy that captures the core mission and vision of Airport Management in a manner which can be defended and supported, but crafted towards the benefit of his client, whether tenant or airport leadership.

His strategies provide compelling and persuasive arguments rooted in economic development theory and a firm understanding of the Federal Aviation Administrations (FAA's) Fair Market Value Doctrine. Carl is a champion of the philosophy that, "demand determines market value. He distinguishes the difference between what Airport Management would want to have as opposed to what they must have along with identifying the issues in between. This significantly increases the odds for a successful negotiation and an executed business agreement inuring to the benefit of his clients. The understanding allows for a seamless process from concept to final agreement.

Through his research he has identified best practices in formulating airport leasing and development strategies that support public and private investments for aeronautical and non-aeronautical uses at airports. These principles and practices should be applicable to all airports regardless of size or complexity. Always remaining cognizant to the interests of Airport stakeholders, he understands the balance of planning, policy and financial decisions that can impact the business agreement with Airport Management.

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