



AGENDA MEMORANDUM

First Reading Item for the City Council Meeting of December 16, 2014
Second Reading Item for the City Council Meeting of January 13, 2015

DATE: November 4, 2014
TO: Ronald L. Olson, City Manager
FROM: Fred Segundo, Director of Aviation
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Authorize a five-year base term lease agreement with Signature Flight Support Corporation for operation of Fixed Base Operator Lease on the east side of the airfield at Corpus Christi International Airport.

CAPTION:

Ordinance authorizing the City Manager, or designee, to execute an Amended and Restated Hangar and Fixed Base Operator's Lease with Signature Flight Support Corporation for the operation of a commercial hangar and fixed base aviation operation on the east side of the airfield at the Corpus Christi International Airport, in consideration of an annual rental fee at fair market value based on the current professional property and land appraisal, for a new term of five (5) years; providing for severance; providing for publication; and providing for an effective date.

PURPOSE:

The East-End Fixed Based Operator (FBO) lease agreement at Corpus Christi International Airport (CCIA) is currently on a month-to-month basis. City Staff and Signature representatives have negotiated new terms and conditions for a five-year base lease. The new lease has up to four 5-year extension options subject to commensurate levels of capital improvements.

BACKGROUND AND FINDINGS:

An FBO is a commercial business granted the right by an airport to operate on airport property and provide aeronautical services to customers. The current East-End FBO, Signature Flight Support Corporation, provides a range of aviation services including the following:

- sale of aviation fuel,
- aircraft storage,
- aircraft repair and maintenance
- pilot training
- aircraft rental and sightseeing
- sale of aircraft parts
- aircraft sales and service.

Other than fueling of commercial aircraft, these services are primarily directed to General Aviation (GA) aircraft which are usually smaller and privately-owned.

The current FBO, Signature Flight Support Corporation, assumed operations of the lease from Van Dusen Air Services Company on October 31, 1990. At that time, Signature was operating under the Page Avjet Corporation name. Van Dusen Air assumed the lease from Gault Aviation. Gault initiated FBO operations at CCIA on July 14, 1960 and constructed the current hangar complex in exchange for a 30 year agreement. At the end of the lease term, the facilities reverted to the City.

The current hangar complex requires maintenance identified as part of the Airport's facility assessment. As part of the new agreement, Signature will perform approximately \$300,000 of deferred maintenance on the leased premises to be completed no later than 18 months after the effective date of the lease. In addition to required maintenance, the amended agreement requires Signature to pay the City rent at fair market value (**see detail below**). The revised rental rate will result in annual revenue to the City of approximately \$269,334 compared with the current annual amount of \$53,541. The land rental rate will be subject to adjustment every five (5) years during the Term of the Agreement and any executed Options through an updated fair market appraisal process to be conducted by the City. The fuel flowage fee, which is determined by the City, will remain at \$0.0625 per gallon of fuel delivered to be dispensed.

The leased premises included in this agreement will include two (2) hangars and twenty five percent (25%) of the aircraft parking ramp located in front of the facilities. In the event Signature needs aircraft ramp parking space greater than the allocated portion, Signature will be allowed to utilize available space on the City owned aircraft parking ramp and Signature will collect fees for the city-owned aircraft ramp parking and retain 25% and remit the remaining 75% of the collected fees to the City. The third hanger historically associated with the east FBO (southernmost hangar) has been excluded from the lease and retained by the City for potential redevelopment.

PREMISES RENT

<u>Premises</u>	<u>Area SF</u>	<u>Acreage</u>	<u>Rent per sf/yr</u>	<u>Annual Rental</u>	<u>Monthly Rental</u>
Hangar 2	15,000	0.34	\$1.50	\$ 22,500.00	\$ 1,875.00
Hangar 3	30,800	0.71	\$1.65	\$ 50,820.00	\$ 4,235.00
Office 3	5,770	0.13	\$5.65	\$ 32,600.50	\$ 2,716.71
Office 4	5,032	0.11	\$5.65	\$ 28,430.80	\$ 2,369.23
Office 5	7,464	0.086	\$5.65	\$ 42,171.60	\$ 3,514.30
Terminal	4,900	0.11	\$6.00	\$ 29,400.00	\$ 2,450.00
Parking Lot	51,602	1.18	\$0.30	\$ 15,480.60	\$ 1,290.05
Apron	62,000	1.42	\$0.325	\$ 20,150.00	\$ 1,679.17
Undeveloped	22,944	0.53	\$0.30	\$ 6,883.20	\$ 573.60
Fuel Farm Pad	4,776	0.11	\$0.30	\$ 1,432.80	\$ 119.40
TOTAL	210,288	4.81		\$249,869.50	\$20,822.46

FUEL FARM RENT

<u>Description</u>	<u>Capacity (Gallons)</u>	<u>Rent per GAL/YR</u>	<u>Annual Rent</u>
JETA	36,000	\$0.750	\$27,000
AVGAS	12,000	\$0.750	\$9,000
UNLEADED	2,000	\$0.750	\$1,500
DIESEL	2,000	\$0.750	\$1,500
TOTAL	52,000	\$0.750	\$39,000

The agreement provides that Signature may extend the base agreement of 5 year increments for up to an additional four 5-year options. To execute each 5 year option, Signature will be required to make a \$1.1 million capital investment for each 5 year option period. The options are conditional and must be submitted for review and approval by the City. Subject to the required capital investment, the agreement could be extended to a maximum of 25 years. All options will be submitted to Council for consideration and approval.

ALTERNATIVES:

Issue a Request for Qualifications for FBO services although there are no assurances that viable operators will respond. In the interim, services to GA customers could be negatively impacted.

OTHER CONSIDERATIONS:

Not Applicable

CONFORMITY TO CITY POLICY:

This project is consistent with the Department of Aviation Business Plan requiring the maintenance of all city owned facilities on airport property and management of all leased property within the airport perimeter.

EMERGENCY / NON-EMERGENCY:

Non-Emergency

DEPARTMENTAL CLEARANCES:

Legal
Finance

FINANCIAL IMPACT:

Operating Revenue Capital Not applicable

Fiscal Year: 2014-2015	Project to Date Expenditures (CIP only)	Current Year	Future Years	TOTALS
Line Item Budget		\$247,663	\$990,652	\$1,238,285
Encumbered / Expended Amount				
This item (<i>additional revenue</i>)				
BALANCE		\$247,633	\$990,652	\$1,238,285

Fund(s): Airport Fund - 4610

Comments: None

RECOMMENDATION:

Staff requests approval of lease agreement as submitted.

LIST OF SUPPORTING DOCUMENTS:

Ordinance
Signature - Lease Agreement
Signature - Lease Agreement Exhibits