



AGENDA MEMORANDUM
City Council Meeting of July 16, 2019

DATE: July 1, 2019
TO: Peter Zaroni, City Manager
THRU: Constance P. Sanchez, Interim Assistant City Manager
FROM: Fred Segundo, Director of Aviation
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289-0171 ext. 1213

Presentation of Air Service Development for Corpus Christi International Airport.

STAFF PRESENTER(S):

<u>Name</u>	<u>Title/Position</u>	<u>Department</u>
1. Fred Segundo	Director of Aviation	Aviation
2. Kim Hunt	Marketing Manager	Aviation

OUTSIDE PRESENTER(S):

<u>Name</u>	<u>Title/Position</u>	<u>Organization</u>
1. Dan Benzon	Executive Vice President	Landrum & Brown
2. Mike Bown	Vice President	Landrum & Brown

BACKGROUND:

On March 28, 2018, City Council approved a Business Development Service Agreement with Trillion Aviation for five years not to exceed \$120,000 per year for the Corpus Christi International Airport (the Airport). The agreement authorizes Trillion Aviation to provide business development and implementation services; air service development and analysis; and financial compliance and planning services for the Airport. The City Council directed Trillion Aviation to provide a comprehensive air service presentation to the City Council on a regular basis. The presentation will cover the current demand for service, current airline performance, and efforts to attract new routes and airlines.

Trillion also provides the Airport with four quarterly air service reports and eight monthly air service reports that help Airport staff not only identify trends but also ensure that the Airport can react in a timely manner to pertinent issues that might impact air service in Corpus Christi.

LIST OF SUPPORTING DOCUMENTS:

PowerPoint – Air Service Development Presentation