

Legislation Text

File #: 15-15611, Version: 1

Airport Fixed Based Operator Agreement Extension

Action:

- A. Approve amendment #6 adding three, one-year renewal options to the contract with Wilson Air Center-North Carolina, LLC as the Fixed Based Operator Services Manager at the Airport, and**
- B. Authorize the City Manager to execute the additional renewal options with possible price adjustments and to amend the contract consistent with the purpose for which the contract was approved.**

Staff Resource(s):

Haley Gentry, Aviation
Ted Kaplan, Aviation

Explanation

- On June 8, 2015, City Council approved a two-year agreement with Wilson Air Center-North Carolina, LLC with the option to extend the agreement for five additional one-year terms.
- The current agreement is set to expire on June 30, 2022.
- Waiver of a competitive solicitation process for services may be granted on a limited basis when deemed appropriate and in the city's best interest. A waiver has been approved for these services based on continuity of service given the special circumstances related to COVID-19. Additionally, this service is necessary for the stability of the Airport's Fixed Based Operator (FBO) operation as the Airport Master Plan is currently being developed.
- This contract is for staffing and expertise to provide FBO services, including management of hangar leases, fueling, and providing amenities to aircraft operators at the airport.
- Wilson Air Center-North Carolina, LLC will receive an annual management fee of \$250,000, an incentive fee of five percent of the surplus revenues generated, and will be eligible for an additional one percent service incentive fee, if certain service metrics are accomplished.
- The services provided by Wilson Air Center-North Carolina, LLC will generate approximately \$6 million in net revenue annually to the airport.
- This activity is occurring on Airport property, located in Council District 3.

Charlotte Business INclusion

Wilson Air Center-North Carolina, LLC has agreed to meet or exceed the established MWSBE goal of 10.00%, based on the total eligible expenses for goods and services utilizing certified MWSBE firms throughout the term of this contract: (Part C: Section 2.1 of the Charlotte Business INclusion Policy).

Fiscal Note

Funding: Aviation Operating Budget