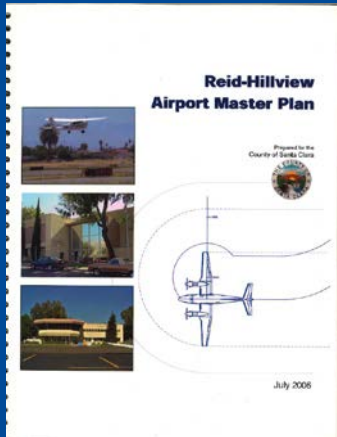


County Airports Business Plan Update



January 23 & 25, 2018



Background

- Last Updated 2006
- Palo Alto back to city
- Declining base income
- Declining aircraft operations
- Fixed Base Operators leases expire
 - RHV December 2021
 - San Martin December 2020



Scope of Business Plan Update

1. Perform Analysis of Airport Enterprise Fund Overall and Finances of Each Individual Airport
2. Interrelationship between Airport Enterprise Fund Operating and Capital Budget
3. Identify Revenue Stream Diversification, New Revenue Opportunities, Cost Savings Measures
4. Schedule of Fees and Charges Examination and Updates



Scope of Business Plan Update

5. Determine Re-Lease Strategy for FBO Leaseholds
6. Viability of Non-Aviation Commercial Development
7. Long-Range Maintenance Plan for Airports Infrastructure
8. Role of Federal Airport Improvement Program (AIP) Grants to Fund Capital Improvements
9. Generate Updated Business Plan bring to Board of Supervisors for approval



Budget and Schedule

Budget

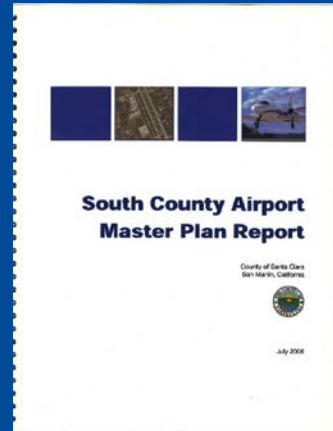
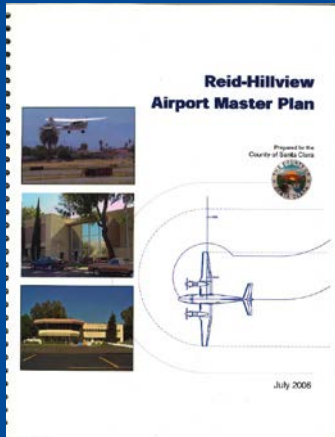
Staff costs (Extra Help)	\$15,000
Valbridge (Real Estate)	\$35,000
Kitchell (Facilities Assessment)	\$25,000
Aries Consultants, LTD. (Analysis)	<u>\$25,000</u>
Estimated Total	\$100,000

Schedule

Stakeholder outreach	January 23, 25 & February 15
Report preparation	January through April
Report to BOS	May



County Airports Business Plan Update



January 23 & 25, 2018

