

**GERALD R. FORD INTERNATIONAL AIRPORT AUTHORITY
FINANCE AND LEGISLATIVE COMMITTEE MINUTES
Wednesday, August 28, 2019
7:30 a.m.**

Present: Ted Vonk-Chair, Steve Heacock, Birgit Klohs, Dan Koorndyk

Also Present: Brian Picardat, Alex Peric, Tara Hernandez, Lisa Carr, Alan Fawcett, Matt Zeilstra, Casey Ries, Stephen Clark, Tom Cizauskas, Moe Khattak, Laura Feigel, Zack Puchacz – Mead & Hunt

Minutes

The minutes of June 26, 2019 were approved as submitted.

Public Comment

No public comment

Resolution 19-30: Michigan Economic Development Corporation Site Readiness Grant Acceptance

Mr. Cizauskas shared that GFIAA has accepted a MEDC Site Readiness Grant in the amount of \$100,000 to relocate the wetlands at Site 11. Mr. Peric said that examples of future site include industrial businesses or a freestanding emergency room.

Motion by Mr. Heacock, supported by Mrs. Klohs, to recommend to the Board Authority the acceptance of MEDC Site Readiness Grant and authorize the Interim President & CEO to sign the grant agreement. Motion carried.

Resolution 19-31: Air Service Development Program Agreement-Allegiant Air

Mrs. Hernandez explained that Allegiant air is scheduled to begin new nonstop passenger service between Gerald R. Ford International Airport (GRR) and Louis Armstrong New Orleans International Airport (MSY) beginning October 3, 2019; and Jacksonville International Airport (JAX) on October 4, 2019. The new service will feature twice weekly round trips per route. This new service qualifies Allegiant to participate in the ASDP.

Per the terms of the ASDP, the Authority Board would, for the period of the first six months of service, waive landing and apron fees that would otherwise be owed to the Authority Board by Allegiant. The cost is approximately \$33,939.82 per route, but actual fees waived will change slightly based on 2020 rates. Also, per the terms of the ASDP, the Authority Board would provide \$50,000 in marketing funding in support of the new service, for both MSY and JAX routes. Budget amount to, but not to exceed, \$100,000 in marketing support funding, and a maximum total of \$67,879.64 in waived fee revenues based on the proposed schedule.

Motion by Mrs. Klohs, supported by Mr. Heacock, to recommend to the Board Authority the approval of the accompanying Air Service Incentive Program Agreement with Allegiant Air. Motion carried.

Development

Mr. Peric provided development updates

- Steelcase's 40-year agreement is up for renewal and we're encouraging them to build new on Site 9.
- Island Air is a private equity firm that is 50 years old and they are interested in building new.
- WMAA is also interested in building a new hangar. They will be providing an update in September or October.

Cash Flow

Mr. Picardat presented the cash flow to the committee.

Other

Meeting adjourned at 7:50 a.m.

MAW