CITY OF TALLAHASSEE

# REQUEST FOR PROPOSALS

## No. RFP-089-26-RR

## RE-BID of On-Airport Rental Car Concessions at Tallahassee International Airport

## Issue Date: July 15, 2026

## Procurement Agent: ReGina Register

## Email Address: regina.register@talgov.com

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## 1.0 NOTICES/INSTRUCTIONS TO RESPONDENT(S)

## 1.1 INTRODUCTION

- The City of Tallahassee, Florida ("City"), on behalf of the Tallahassee International Airport ("" or "Airport"), invites proposals from On-Airport Rental Car Operators for the provision of in-terminal rental car concessions at the Airport. For purposes of this solicitation, Rental Car Operators are referred to individually as a "RAC" and collectively as "RACs." The following definitions apply:

    - An **On-Airport Rental Car Operator** is a Rental Car Company that operates pursuant to an On-Airport Rental Car Concession and Lease Agreement with the City and is required to lease and fully utilize all Airport facilities designated for its use. These facilities include, without limitation, terminal counter/office space, ready/return parking areas, vehicle storage areas, and designated areas within the Existing and New QTA Facilities, as assigned.

    - An **Off-Airport Rental Car Operator** is a Rental Car Company that conducts all rental car transactions, customer service, and vehicle pickup and return at location(s) off Airport property and does not lease or operate any Airport facilities. Such operators may access Airport property solely to transport customers between their off-Airport location(s) and the Airport Terminal, subject to a Non-Tenant Rental Car Business Permit Agreement or other authorization issued by the City.

- The City reserves the right, in its sole discretion, to enter into agreements with or issue permits to Off-Airport Rental Car Operators. Off-Airport Rental Car Operators shall be subject to the concession fees and other charges established in the Airport's Schedule of Rates and Charges, as amended from time to time. The current concession fee for Off-Airport Rental Car Operators is twelve and one-half percent (12.5%) of Gross Revenues derived from Airport-related rental car transactions.

- Each Respondent seeking consideration for performance of services related to this RFP must submit a Proposal. Proposal means an offer submitted by a prospective Respondent in response to this solicitation that, if accepted by the City, would bind the Respondent to execute a contract in substantially the form attached hereto as Attachment 1, On-Airport Rental Car Concession and Lease Agreement ("Agreement" or "Agreements").

- The City anticipates awarding up to three (3) on-Airport rental car concession Agreements and assigning space within the existing service center ("Existing QTA Facility") to up to three (3) RACs, all as more fully set forth herein.

- The City is constructing the core and shell of a new Rental Car Quick-Turnaround Facility (hereinafter "New QTA Facility") with three (3) separate administrative offices and parking spaces in addition to accompanying ground lease areas to park, store, fuel, charge, wash and maintain rental car fleet (hereinafter, "Designated QTA Space" or "Designated QTA Spaces"). Construction completion of the New QTA Facility is anticipated in 2027.

- Upon completion of the New QTA Facility and the City's receipt of a Certificate of Occupancy, RACs assigned space in the Existing QTA Facility under this solicitation shall complete the interior buildout of their assigned areas in the New QTA Facility and relocate their service operations to their respective Designated QTA Spaces, as further specified in the Agreement.

- The Director reserves the right to modify any and all space assignments, limit the number of spaces awarded to any single Respondent, and/or allocate space as necessary to ensure full utilization of available space and equitable distribution based on historical market share, fleet size, financial strength, ability to effectively utilize the spaces assigned and other operational considerations.

- Awarded Contractor(s) will be required to accept their awarded spaces in "as is" condition. Any additional improvements made by a Contractor to its awarded concession spaces, unless otherwise specified by the City, shall be made and maintained by the Contractor(s) at its sole cost and expense and must be approved in advance in writing by the Director, as more fully set forth in the Agreement.

- If Respondent(s) are operating under a current Rental Car Concession Agreement or Rental Car Service Center Agreement with the City at the time of execution of the new Agreement(s), such existing agreements shall automatically terminate, pursuant to the execution of new Agreement(s), which shall thereafter prevail and control.

- The City's objective is to attract high quality, financially stable, long-term RACs operators whose successful Proposal(s) create aesthetically attractive and pleasing enterprise(s) that contribute to economic development and area employment as well as being fully compatible with the overall development and operational activity of the Airport.

Any awards, if made, shall be made to the best overall Respondent(s) whose Proposal(s) are determined to be most advantageous to the City, taking into consideration the evaluation factors set forth in this solicitation.

## 1.2 PERSONNEL TO CONTACT ON THIS SOLICITATION

The specific Agent/Solicitation Contact information for this solicitation is as follows:
ReGina Register – regina.register@talgov.com – 850-891-8433
300 S. Adams Street
Tallahassee, FL 32301

### 1.2.1 Explanations/Interpretations

Any questions related to this solicitation, must be received in writing by the City by the date and time specified in Section 2.1 Schedule of Events. Please utilize the question/answer feature provided by the Euna Procurement Portal (formerly Bonfire) at https://talgov.bonfirehub.com. Material changes to the scope of services or bidding procedures will only be transmitted by written addendum.

The specific Agent/Solicitation Contact information for this solicitation is provided above and in the Euna Procurement Portal. Oral explanations or instructions will not be binding. Any material information given to a Respondent will be provided to all Respondent(s) as an addendum to the solicitation.

### 1.2.2 Special Accommodations for Meetings

Persons with disabilities requiring reasonable accommodations to attend any scheduled meetings should contact the Purchasing Agent at least 48 hours in advance, excluding Saturday, Sunday, and City observed holidays. For speech and hearing impaired: FRS TDD at 711.

## 1.3 SUBMITTAL RESPONSE REQUIREMENTS

The City of Tallahassee's Procurement Services Office relies on the Euna Procurement Portal (formerly Bonfire) to administer the competitive solicitation process, including but not limited to soliciting bids, issuing addenda, posting results and issuing notification of

an intended decision. There is no charge to register and download the solicitation from the Euna Procurement Portal. For step-by-step instructions on how to register on the Euna Procurement Portal go to https://www.talgov.com/doingbusiness/vendor - opportunities. Respondent(s) are strongly encouraged to read the various Euna Procurement Articles, well in advance of submitting a proposal to ensure a successful submission on the Euna Procurement Portal.

The City shall not be responsible for Respondent's inability to submit a proposal by the due date and time for any reason, including issues arising from the use of Euna Procurement.

**1.3.1** When submitting a response (Proposal, quote or Proposal) electronically through Euna Procurement, it is the sole responsibility of the Respondent to review all documents for completeness and to ensure that the response is received by Euna Procurement prior to the closing date and time.

**1.3.2** **The City of Tallahassee's Euna Procurement Portal is Located at:**

https://talgov.bonfirehub.com

**1.3.3** **Important Notices to Respondent(s)**

If you experience any computer/system issues, contact Euna Procurement immediately for assistance so they can document the issue and start a help ticket. (Claims of issues after the deadline date and time, and/or failure to communicate any issues with Euna Procurement will not be considered). Euna Procurement Support is located at the following link and can be found on any page by "clicking" the  question mark icon https://support.gobonfire.com/hc/en-us/categories/360000773733-Vendors.

Responses are not visible until after the due date and time.

**1.4** **AIRPORT CONCESSIONS DISADVANTAGED BUSINESS ENTERPISE (ACDBE) GOAL ZERO PERCENT (0%) FOR THIS PROJECT**

Pursuant to the U.S. Department of Transportation's (DOT) Interim Final Rule ("IFR) issued on October 3, 2025, and accompanying DOT guidance, the City is temporarily pausing the establishment of DBE/ACDBE contract goals for procurements under this program. Accordingly, no ACDBE percentage goal is being set for the resulting contract, and Respondents are not required to meet the ACDBE participation targets that may otherwise be reflected in their proposals, subject to further guidance from DOT.

For informational purposes only, Respondent(s) seeking general information or guidance regarding the Airport Concessions Disadvantaged Business Enterprise ("ACDBE") program and any updates thereto may contact the City's local ACDBE Liaison Officer ("ACDBELO"), LaTanya Raffington of the Minority, Women, & Small Business Enterprise ("MWSBE") Division at Lraffington@oevforbusiness.org or Shanea Wilks of the MWSBE Division at Swilks@oevforbusiness.org.

**1.5** **TITLE VI**

The City, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4), 28 CFR § 50.3, and 49 CFR Part 21, hereby notifies all Respondents that it will affirmatively ensure that any contract entered into pursuant to this advertisement, all contractors will be afforded full opportunity to submit proposals in response to this invitation and will not be discriminated against on the grounds of the owner's race, color, national origin, sex, creed, age, or disability in consideration for an award.

## 1.6 CONTRACT AWARD

The contracts shall be awarded to the responsible and responsive Respondents whose Proposals are determined in writing to be the most advantageous to the City, taking into consideration the cost/fee proposals and the other evaluation criteria set forth in this RFP.

The City reserves the right to incorporate the successful Respondent(s)' Proposal(s) into the final Agreement(s). Failure of a Respondent to accept this obligation may result in cancellation of the award. The City anticipates only limited revisions to the Agreement(s), including, but not limited to, updates identifying the specific spaces awarded to the RACs, language required by the City or its financial institution, and other modifications resulting from this procurement process, as may be addressed through future addenda.

The selected Respondent(s) will be required to assume responsibility for all services offered in their Proposal(s). The City will consider the selected Respondent(s) to be the sole point of contact with regard to contractual matters, including payment of any or all charges.

A copy of the recommended ranking will be available for review in the Procurement Services Office upon completion of the evaluation by the committee. Vendors may also obtain a copy of the final ranking from Euna Procurement at https://talgov.bonfirehub.com.

The City may cancel any resulting Agreement(s) due to default. Respondent(s) and their subcontractors' employees' performance, non-performance, service, conduct, actions and/or administrative contract support may result in disciplinary action to include, but not be limited to, warning letters, remediation period, notice of breach, notice of default, suspension, and immediate cancellation of the resulting Agreement(s).

The resulting Agreement(s) and subsequent purchase orders are intended to comply with federal competitive selection and contractual requirements, including the requirements of 2 C.F.R. §§ 200.31-.326.

## 1.7 RIGHT OF REJECTION

The City of Tallahassee reserves the right to waive any informality in any proposal, to reject any or all proposals in whole or in part, with or without cause, and/or to accept the proposal(s) that in its judgment will be in the best interest of the City of Tallahassee.

## 1.8 GENERAL TERMS AND CONDITIONS

### 1.8.1 Equal Opportunity Agreement

In connection with work performed under a City of Tallahassee contract, the Respondent agrees, upon receipt of a written award or acceptance of a contract, to support and abide by the City's Equal Opportunity Pledge.

The Respondent agrees to:

- Not discriminate against any employee or job applicant because of their race, creed, color, sex, marital status, or national origin.
- Post a copy of this pledge in a conspicuous place, available to all employees and job applicants.
- Place a statement in all solicitations or advertisements for job applicants, including subcontractors, that the respondent is an "Equal Opportunity Employer".

### 1.8.2 Public Entity Crimes

As required by Florida State Statute 287.133, (2) (a), a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a proposal on a contract to provide any goods or services to a public entity, may not submit a proposal on a contract with a public entity for the construction or repair of a public building or a public work, may not submit proposals on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in s.287.017 for CATEGORY TWO [$35,000] for a period of 36 months from the date of being placed on the convicted vendor list. Any person must notify the City within 30 days after a conviction of a public entity crime applicable to that person or to an affiliate of that person.

### 1.8.3 Issuance of Addenda

If this solicitation is amended, the City will issue an appropriate addendum to the solicitation. If an addendum is issued, all terms and conditions that are not specifically modified shall remain unchanged. Respondent shall accept the Addendum in Euna Procurement, and when directed, shall acknowledge receipt of the addendum. The City must receive the acknowledgment by the time and date, and at the location specified for receipt of proposals.

### 1.8.4 Prompt Pay Policy

It is the policy of the City of Tallahassee to fully implement the provisions of the State of Florida Local Government Prompt Payment Act. For more information, please refer to Florida Statute 218.70.

### 1.8.5 Withholding Payment

In the event a contract is canceled under any provision herein, the City of Tallahassee may withhold from the Respondent any monies owed on that or any contract, an amount sufficient to compensate for damages suffered because of the violation resulting in cancellation.

### 1.8.6 Liquidated Damages

If the Respondent fails to provide or perform the deliverables, reports, or services within the time specified in the Agreement, or any extension, the City may terminate this Agreement in whole or in part under the Termination Clause in this contract. The Respondent may be liable for 1) reimbursement to the City for costs spent to procure services from another vendor, or 2) for a fixed, agreed, and liquidated damages accruing until the time the City may reasonably obtain delivery or performance of similar supplies or services. The liquidated damages shall be in addition to excess costs under the Termination Clause.

### 1.8.7 Financial Consequences of Non-Performance

The City may apply financial consequences if the Respondent fails to perform in accordance with the Agreement.

### 1.8.8 Costs Incurred by Respondent(s)

The City will not be responsible for any costs incurred by the Respondent at any time before the issuance of an executed Agreement.

## 1.9 INSURANCE REQUIREMENTS

Prior to commencing work, the Respondent shall procure and maintain at the firm's own cost and expense, and for the duration of the agreement, insurance, as required by the Agreement, against claims for injuries to person or damages to property which may arise from or in connection with the performance of the work or services hereunder by the Respondent, their agents, representatives, and employees. The cost of such insurance shall be included in Respondent's proposal.

### 1.9.1 Respondent shall maintain limits no less than:

Commercial General/Umbrella Liability Insurance - $5,000,000 limit per occurrence for property damage and bodily injury. The service provider should indicate in its proposal whether the coverage is provided on a claims-made or preferably on an occurrence basis. The insurance shall include coverage for the following:

- Premise/Operations
- Products/Completed Operations
- Contractual
- Broad Form Property Damage
- Personal Injury

Business Automobile/Umbrella Liability Insurance - $1,000,000 limit per accident for property damage and personal injury.

- Owned/leased autos
- Non-owned autos
- Hired autos

Workers' Compensation and Employers'/Umbrella Liability Insurance - Workers' Compensation coverage with benefits and monetary limits as set forth in Chapter 440, Florida Statutes. This policy shall include Employers'/Umbrella Liability coverage for $1,000,000 per accident. Workers' Compensation coverage is required as a condition of performing work or services for the City whether the Respondent or Vendor is otherwise required by law to provide such coverage.

### 1.9.2 Commercial General Liability and Automobile Liability Coverage

- The City of Tallahassee, members of its City Commission, boards, commissions and committees, officers, agents, employees, and volunteers are to be covered as additional insureds as respects: liability arising out of activities performed by or on behalf of the Respondent; products and completed operations of the Respondent; premises owned, leased, or used by the Respondent or premises on which Respondent is performing services on behalf of the City. The coverage shall contain no special limitations on the scope of protection afforded to the City of Tallahassee, members of the City Commission, boards, commissions and committees, officers, agents, employees, and volunteers.
- The Respondent's insurance coverage shall be primary insurance as respects the City of Tallahassee, members of its City Commission, boards, commissions and committees, officers, agents, employees, and volunteers. Any insurance or self-insurance maintained by the City of Tallahassee, members of its City Commission, boards, commissions and committees, officers, agents, employees, and volunteers shall be excess of Respondent's insurance and shall not contribute with it.
- Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the City of Tallahassee, members of its City Commission, boards, commissions and committees, officers, agents, employees, and volunteers.
- Coverage shall state that Respondent's insurance shall apply separately to each insured against whom a claim is made, or suit is brought, except with respect to the limits of the insurer's liability.

### 1.9.3 Workers' Compensation and Employers' Liability and Property Coverage

The insurer shall agree to waive all rights of subrogation against the City of Tallahassee, member of its City Commission, boards, commissions and committees, officers, agents, employees, and volunteers for losses arising from activities and operations of Respondent in the performance of services under this Agreement.

### 1.9.4 Environmental Impairment (Pollution) Liability Coverage

The minimum limits of Environmental Impairment (Pollution) Liability Insurance coverage (inclusive of any amounts provided by an umbrella or excess policy) for liability resulting from pollution or other environmental impairment in connection with operations performed by or on behalf of successful Respondent(s) under this Agreement, including but not limited to, use of underground and/or above ground storage tanks that are used in common with other successful Respondent(s) are:

- Each Occurrence $1,000,000
- Annual Aggregate $2,000,000

Successful Respondent(s) shall maintain this coverage for the Term of the Agreement or until the petroleum storage system(s) are closed and removed from the sites as evidenced by the receipt of a letter from the Florida Department of Environmental Protection or designee confirming same.

### 1.9.5 Environmental Impairment Fuel Tank Liability Insurance coverage

Environmental Impairment/Fuel Tank Liability Insurance. The City may, in its sole discretion and at its expense, maintain Fuel Tank Pollution Liability Insurance through the Florida Petroleum Liability Insurance Program Administrators ("FPLIPA") for the City-owned fuel storage tank system, including related piping and containment, used by Respondent(s) under the Agreement(s). Respondent(s) acknowledge and agree that such insurance applies only to the City-owned fuel storage tank system and does not provide liability protection or insurance coverage to Respondent(s) for bodily injury, pollution, or other environmental impairment arising out of or related to Respondent(s)' operations or use and occupancy of the Exclusive Use Areas or Common Use Areas. Respondent(s) shall remain fully responsible and liable for all bodily injury, pollution, environmental impairment, and related claims arising from their operations, use, or occupancy of the Exclusive Use Areas and Common Use Areas. Any insurance maintained by the City under this section is solely for the benefit of the City and is not intended to replace, reduce, or supplement any insurance coverage required to be maintained by Respondent(s). The City shall have no obligation to procure or maintain such insurance and may terminate such coverage at any time, in its sole discretion.

### 1.9.6 All Coverage

- Each insurance policy required by this clause shall be endorsed to state that coverage shall not be suspended, voided, canceled, reduced in coverage or in limits except after 30 days prior written notice has been given to the City.
- If Contractor, for any reason, fails to maintain insurance coverage, which is required pursuant to the resulting Agreement, the same shall be deemed a material breach of the Agreement. City, at its sole option, may terminate the Agreement and obtain damages from the Contractor resulting from said breach.
- Alternatively, City may purchase such required insurance coverage (but has no special obligation to do so), and without further notice to Contractor, City may deduct from sums due to Contractor any premium costs advanced by City for such insurance.
- City named as "additional insured" as its interest may appear.

### 1.9.7 Deductibles and Self-Insured Retention

Any deductibles or self-insured retention's must be declared to and approved by the City. At the option of the City, the insurer shall reduce or eliminate such deductibles or self-insured retention's as respects the City of Tallahassee, members of its City Commission, boards, commissions and committees, officers, agents, employees, and volunteers; or the Contractor shall procure a bond guaranteeing payment of losses, related investigation, claim administration and defense expenses.

### 1.9.8 Acceptability of Insurers

Insurance is to be placed with Florida admitted insurers rated B+X or better by *A.M. Best's* rating service.

### 1.9.9 Verification of Coverage

Contractor shall furnish the City with certificates of insurance and with original endorsements affecting coverage required by this clause. The certificates and endorsements for each policy are to be signed by a person authorized by that insurer to bind coverage on its behalf. The certificates and endorsements are to be received and approved by the City before work commences.

### 1.9.10 Subcontractors

Respondent shall include each of its subcontractors as insureds under the policies of insurance required herein.

## 1.10 GRIEVANCE PROCEDURES

**1.10.1 Right to Protest**. Any Respondent may protest the provisions of a Request for Bids (IFB) or Request for Proposals (RFP).

Protest of Specifications or Proceedings Prior to Bid Opening

It is the intent and purpose of the City of Tallahassee that this Request for Proposal promotes competitive bidding. It shall be the Respondent's responsibility to advise if any language, requirements, etc. or any combination thereof, inadvertently restricts or limits the requirements stated in this RFP to a single source. Such notification must be submitted in writing and must be received by not later than three (3) days after RFP release date.

Any actual or prospective Respondent who is aggrieved in connection with the solicitation of a contract or bid, may protest on the grounds or irregularities in specifications or bid procedure.

Protest of Recommended Award

Any Respondent who is aggrieved in connection with the evaluation of bids, the evaluation of proposals, or the staff recommendation regarding award of a contract, provided that such Respondent would have been awarded the contract but for the aggrieved action, may protest such evaluation or award recommendation.

### 1.10.2 Filing a Protest

A written protest shall be considered filed when all related items are delivered to and received by the Procurement Services Division. All protests shall be directed to the attention of the Manager for Procurement Services.

For protests related to the specifications or proceeding of an IFB or RFP, a formal written protest must be filed no later than 72 hours (excluding weekends and holidays) after release of solicitation. Failure to timely file the written protest including the required

protest bond/cashier's check, shall constitute a waiver of such protest.

For protests related to the evaluation of bids, evaluation of proposals, or staff recommendation regarding award of a contract, a written notice of intent to protest must be filed with the Procurement Services Division within 72 hours (excludes weekends and holidays) after posting of the intended recommendation regarding award, and a written protest, must be filed with the Procurement Services Division no later than 5:00 p.m., ET, on the seventh calendar day following the date on which the written notice of intent to protest was filed. A weekend commences at 12:00 a.m., ET, on Saturday and ends at the same time on the following Monday. A holiday begins at 12:00 a.m., ET, on the observed holiday and ends at the same time on the following day. Such written protest shall state, with particularity the facts and grounds upon which the protest is based, and shall include references to applicable laws, statutes, ordinances, policies, or other authority on which the protest is based. Failure to timely file either the notice of intent or the written protest including the protest bond/cashier's check, shall constitute a waiver of such protest.

### 1.10.3 Protest Bond

Any person who files a formal written protest, shall post with the Procurement Services Division, at the time of filing the formal written protest, a cashier's check, or bond payable to the City of Tallahassee in an amount equal to 1% of the City's estimate of the total volume of the contract or $5,000, whichever is less.

### 1.10.4 Final Decision

The City Attorney or designee shall consider each protest and shall render a final determination. If the decision of the City Attorney or designee upholds the action taken by the City, then the City shall retain the amount in payment of a portion of the cost and expense, including but not limited to, time spent by City staff in responding to the protest and in conducting the evaluation of the protest. If the decision of the City Attorney or designee does not uphold the action taken by the City, then the City shall return that amount, without deduction, to the person or entity filing the protest.

### 1.10.5 Stay of Procurement During Bid Protest

In the event protest is filed in accordance with the bid protest procedures herein, Procurement Services shall not proceed further with the solicitation or award of the contract until the City Attorney or designee has rendered a written decision regarding the protest or until the City Manager or designee makes a written determination that continuation of the process and award of a contract without delay is necessary to protect the substantial interest of the City.

## 1.11 SELECTION PROCESS

The Selection Committee will review and score all proposals received by the due date and determine the shortlisted firms (firms with the highest scores) using the selection criteria established for the project.

The Selection Committee may receive presentations and may conduct interviews of the shortlisted firms and will establish ratings for each Respondent in accordance with the scoring criteria established for this project.

The Selection Committee will recommend the order of ranking for City Commission approval.

## 1.12 CONFIDENTIALITY

By submitting a proposal in response to this solicitation, a respondent acknowledges that City is a governmental entity subject to the Florida Public Records Law (Chapter 119, Florida Statutes). The Respondent further acknowledges that any materials or documents provided to City may be "public records" and, as such, may be subject to disclosure to, and copying by, the public unless otherwise specifically exempt by statute. Should a respondent provide City with any materials which it believes, in good faith, contain information which would be exempt from disclosure or copying under Florida law, the Respondent shall indicate that belief by typing or printing, in bold letters, the phrase "Proprietary Information" on the face of each affected page of such material. The Respondent shall submit to the City both a complete copy of such material and a redacted copy in which the exempt information on each affected page, and only such exempt information, has been rendered unreadable. In the event a respondent fails to submit both copies of such material, the copy submitted will be deemed a public record subject to disclosure and copying regardless of any annotations to the contrary on the face of such document or any page(s) thereof. Note, the City does not consider cost proposals to be proprietary and this information will be made public. **Cost proposals marked as proprietary or confidential will not be evaluated and zero points will be given.**

Should any person request to examine or copy any material so designated and provided the affected Respondent has otherwise fully complied with this provision, the City, in reliance on the representations of the Respondent, will produce for that person only the redacted version of the affected material. If the person requests to examine or copy the complete version of the affected material, City shall notify the Respondent of that request, and the Bidder/Respondent shall reply to such notification, in writing, received by City no later than 4:00 p.m., ET, of the second business day following Respondent's receipt of such notification, either permitting or refusing to permit such disclosure or copying. Failure to provide a timely written reply shall be deemed consent to disclosure and copying of the complete copy of such material. If the Respondent refuses to permit disclosure or copying, the Respondent agrees to hold harmless and indemnify the City for all expenses, costs, damages, and penalties which may be incurred by City, or assessed or awarded against City, in regard to the City's refusal to permit disclosure or copying of such material. If litigation is filed in relation to such request and the Respondent is not initially named as a party, the Respondent shall promptly seek to intervene as a defendant in such litigation to defend its claim regarding the confidentiality of such material. This provision shall take precedence over any provisions or conditions of any proposal submitted in response to the RFP and shall constitute City's sole obligation with regard to maintaining confidentiality of any document, material, or information submitted to the City.

## 1.13 PROHIBITED COMMUNICATIONS/CONE OF SILENCE ORDINANCE 20-O-24

The Purchasing Agent/Procurement Officer identified in **SECTION 1.2** and the Euna Procurement Contact section is the sole point of contact regarding this solicitation. All questions must be submitted in writing via the e-procurement system. Respondent(s) to this solicitation or persons acting on their behalf may not contact any city commissioner, his or her staff or any Selection Committee members (evaluators) concerning any aspect of this solicitation, between the release of the solicitation until the City Commission or authorized designee awards or approves a contract, rejects all responses, or otherwise take action which ends the solicitation process. Violation of this provision shall result in disqualification of Respondent's bids, proposals or replies, termination of any resulting Agreement and suspension or debarment.

## 1.14 TERMINATION

If the Contractor fails to fulfill any of its obligations under the resulting Agreement, or otherwise, through no fault of the City, such failure shall be considered a default and shall entitle, but not obligate, the City to suspend performance under or to terminate the Agreement, in whole or in part, at the City's discretion, as more fully set forth in the Agreement.

## 1.15 INDEMNIFICATION

The Contractor shall indemnify and hold harmless the City, and its officials, officers, and employees, from and against all claims for infringement of any United States Patent and all other claims, damages, losses, and expenses (including without limitation costs of defending the same and attorney's fees) arising out of or resulting from the performance of the work, furnishing of services, or furnishing of materials, goods, or equipment (including but not limited to claims regarding defects in materials, goods, or equipment) which is caused in whole or in part by any breach of contract, act, or omission of the Contractor, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable.

In any and all claims against the City, or any of its agents or employees by any employee of the Contractor, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, the indemnification obligation under this clause shall not be limited in any way by any limitation on the amount or type of damages, compensation or benefits payable by or for the Contractor or any subcontractor under any Workers' Compensation Act, Disability Benefit Act, or other Employee Benefit Act.

## 1.16 CERTIFICATION OF DRUG-FREE WORKPLACE FORM

Respondent(s) shall submit one accurately completed Certification of Drug-Free Workplace Form with their response certifying the Respondent has a drug-free workplace program. This document must be submitted with the proposal. Failure to comply with this requirement may result in disqualification.

## 1.17 LATE MODIFICATION/WITHDRAWAL OF SUBMITTALS

Modifications to qualification documents will not be allowed after the date and time scheduled for receipt of qualifications. However, complete exchange of qualifications is acceptable, if accomplished before the date and time scheduled for receipt of qualifications.

A Respondent may completely withdraw its submittal up to the time of contract award. The Respondent must request the withdrawal in writing, signed by the Respondent's authorized representative. The submittal withdrawal will not prejudice the right of the Respondent to participate on other current or future City solicitations.

## 1.18 E-VERIFY

The Contractor, and its subcontractors, must register with and utilize the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all newly hired employees, pursuant to Section 448.095, Florida Statutes. Registration must take place prior to execution of the resulting Agreement. If the Contractor enters into any agreement with a subcontractor for performance of services under the Agreement, the subcontractor must provide an affidavit to the Contractor which states that the subcontractor does not employ, contract with, or subcontract with any unauthorized aliens. The Contractor is required to maintain a copy of such affidavit throughout the term of the Agreement.

The Contractor agrees to adhere to the requirements of Section 448.095, Florida Statutes, and understands that failure to comply with the statute will result in termination of the Agreement. If such termination occurs, the Contractor will not be awarded another City Agreement for at least one year from the date of Agreement termination and will be liable for any additional costs incurred by the City as result of the Agreement termination.

## 1.19 CONFLICT OF INTEREST

The Respondent represents that it presently has no interest, and shall acquire no interest, either direct or indirect, which would conflict in any manner with the performance or services required hereunder, as provided for in Florida Statutes 112.311. The Respondent further represents that no person having any interest shall be employed for said performance.

The Respondent shall promptly notify the City of Tallahassee Procurement Office in writing (by certified mail or in Euna Procurement) of all potential conflicts of interest for any prospective business association, interest or other circumstance which may influence or appear to influence the Respondent's judgment or quality of services being provided hereunder. Such written notification shall identify the prospective business association, interest or circumstance, the nature of work that the Respondent may undertake and request an opinion of the City as to whether the association, interest or circumstance would, in the opinion of the City, constitute a conflict of interest.

The City agrees to notify the Respondent of its opinion by certified mail within thirty (30) days of receipt of the notification. If, in the opinion of the City, the prospective business association, interest or circumstance would not constitute a conflict of interest by the Respondent, the City shall so state in the notification and the Respondent shall, at its option, enter into said association, interest or circumstance and it shall be deemed not in conflict of interest with respect to services provided to the City under the terms of this Agreement.

## 1.20 SEVERABILITY

If any term or provision of this RFP and subsequent Agreement, or the application thereof to any person or circumstances shall, to any extent, be held invalid or unenforceable, the remainder of this RFP and subsequent Agreement, or the application of such terms or provision, to persons or circumstances other than those as to which it is held invalid or unenforceable, shall not be affected, and every other term and provision of this RFP and subsequent Agreement shall be deemed valid and enforceable to the extent permitted by law.

## 1.21 REMEDIES

This RFP and subsequent Agreement shall be governed by the laws of the State of Florida. Venue for any litigation involving this RFP and subsequent Agreement shall be the Circuit Court in and for Leon County, Florida. No remedy herein conferred upon any party is intended to be exclusive of any other remedy, each and every such remedy shall be cumulative and shall be in addition to every other remedy given hereunder or now or hereafter existing at law or at equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or further exercise thereof.

## 1.22 ENFORCEMENT COSTS

If any legal action or other proceeding is brought for the enforcement of this RFP and subsequent Agreement, or because of an alleged dispute, breach, default or misrepresentation in connection with any provisions of this RFP and subsequent Agreement, the successful or prevailing party or parties shall be entitled to recover

reasonable attorney's fees, court costs and all expenses (including taxes) even if not taxable as court costs (including, without limitation, all such fees, costs and expenses incident to appeals), incurred in that action or proceeding, in addition to any other relief to which such party or parties may be entitled.

## 1.23 PURCHASES BY OTHER PUBLIC AGENCIES

With the consent and agreement of the successful Respondent(s), purchases/task assignments may be made under resultant Agreements by other governmental agencies or political subdivisions within the State of Florida. Such purchases shall be governed by the same terms and conditions stated herein. This agreement in no way restricts or interferes with the right of any public agency or political subdivision to bid any or all of these items independently.

## 1.24 IF THE RESPONDENT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE RESPONDENT'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT:

**City Treasurer-Clerk, (850) 891-8130**
**records@talgov.com**

***Mailing Address:***
**City Hall**
**300 South Adams Street**
**c/o Records Division, Box A-31**
**Tallahassee, Florida, 32301**

## 1.25 SCRUTINIZED COMPANY LIST

Before the Proposer enters into or renews a contract, Contractor must certify that it is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in Iran Terrorism Sectors List and that it does not have business operations in Cuba or Syria, created pursuant to section 215.473, Florida Statutes. At the time the Proposer submits a bid or proposal for a contract or before the Contractor enters into or renews a contract with the City for goods or services of any amount, the Contractor must certify that the Contractor is not participating in a boycott of Israel. Pursuant to subsection 287.135(5), F.S., If, after the City, using credible information available to the public, determines that the company or other entity has submitted a false certification, the City shall provide the Contractor with written notice of its determination. The Contractor shall have 90 days following receipt of the notice to respond in writing and to demonstrate that the determination of false certification was made in error. If the Contractor does not make such demonstration within 90 days after receipt of the notice, the City shall bring a civil action against the Contractor. If a civil action is brought and the court determines that the Contractor submitted a false certification, the Contractor shall pay the penalty defined by the City. and all reasonable attorney fees and costs, including any costs for investigations that led to the finding of false certification.

## 1.26 SUPPLIER PORTAL

As part of the City of Tallahassee's (the City) paperless initiative, the City has launched a self-service business portal for vendors performing services on behalf of the City or providing commodities to the City. The Supplier Portal gives vendors the power to update contact information, manage direct deposit banking information for faster

payment, review past transaction history with the City and monitor pending purchase orders or invoices.

As part of the registration process, the City sends awarded Contractor(s) an electronic invitation to register as a supplier on the Supplier Portal after the protest period ends. The responsibility for maintenance of the vendor information on the Supplier Portal resides with the Contractor and not the City.

- Failure to complete the online registration or to maintain current vendor information in the Supplier Portal may impact receipt of purchase orders as well as payment.
- For question or concerns about the Supplier Portal, contact the assigned purchasing agent or send an email to supplier@talgov.com.

**1.27 COSTS INCURRED BY CONTRACTORS**

The City will NOT be responsible for any costs incurred by any contractor at any time before the issuance of an executed Agreement.

**[End of SECTION 1]**

## 2.0 SCHEDULE AND EVALUATION

### 2.1 SCHEDULE OF EVENTS

The proposed timeline for this solicitation is as follows. Dates and times are subject to change.

| EVENT | DATE/TIME* |
|---|---|
| RFP Release Date | July 15, 2026 |
| Mandatory Pre-Proposal Meeting (Hybrid)<br><br>**Microsoft Teams meeting**<br>**Join:**<br>https://teams.microsoft.com/meet/251300492620451?p=ZcXGkUgr50HIFNsTso<br>Meeting ID: 251 300 492 620 451<br>Passcode: 3qq92rA7<br><br>Need help? \| System reference<br>**Dial in by phone**<br>+1 850-792-4991,,890977109# United States, Tallahassee<br>Find a local number<br>Phone conference ID: 890 977 109#<br>**Join on a video conferencing device**<br>Tenant key: talgov@m.webex.com<br>Video ID: 114 861 361 2<br>More info | July 30, 2026 @ 9:00 a.m. ET |
| Final Questions Due | August 6, 2026 by 10:00 a.m. ET |
| Answers to Questions received – (responded by the City as an Addendum if needed) on or about: | August 13, 2026 |
| RFP Proposals Due Date/Time (Deadline): | September 2, 2026 @ 2:30 PM ET |
| Scoring Meeting:<br><br>Physical Address:<br>Tallahassee International Airport (Boeing Room, 2nd Floor)<br>3300 Capital Circle SW, Suite 1<br>Tallahassee, FL 32310<br><br>**Microsoft Teams meeting**<br>**Join:**<br>https://teams.microsoft.com/meet/24450019057243?p=wHeuYa1Bu5G6JINjwc<br>Meeting ID: 244 500 190 572 43<br>Passcode: HR79nm7i<br><br>Need help? \| System reference<br>**Dial in by phone**<br>+1 850-792-4991,,500772466# United States, Tallahassee<br>Find a local number<br>Phone conference ID: 500 772 466# | September 9, 2026 @ 10:00 a.m. ET |

| EVENT | DATE/TIME* |
|---|---|
| **Join on a video conferencing device**<br>Tenant key: talgov@m.webex.com<br>Video ID: 113 217 038 6<br>More info | |
| *Final Commission Approval | On or about October 21, 2026 |
| *Executed Agreement(s): | On or about November 2026 |

* Specific dates/times will be determined at each phase.

## 2.2 CONTRACT TERM

**Initial Term.** The "Initial Term" of the Agreement shall be for a Ten (10)-year period commencing on the Commencement Date of the Agreement, as defined therein.

**Renewal Options.** The Agreement shall carry two (2) options to renew, each for a period of five (5) years (collectively, the "Renewal Options"). The Renewal Options may be exercised by providing written notice to the Director or the Director's designee at least six (6) months prior to the expiration of the then-current option period.

## 2.3 PROPOSAL RESPONSE REQUIREMENTS

Respondent(s)' proposals should address the requirements listed below in a clear and concise manner in the order stated herein. The response shall clearly detail how the services that Respondent(s) are proposing can best satisfy the City's needs.

The proposals must follow the rules and format outlined within this section. Adherence to these rules will ensure a fair and objective analysis of all proposals.

Proposals must be tabbed as described in **SECTION 2.6** and must include the information/documents specified in the applicable tab. Proposals that do not adhere to the required format, use the forms provided, or include the requested information/documents, may be considered incomplete and therefore unresponsive by the City.

The City reserves the right to seek additional/supplemental representation on specific issues as needed.

**Respondent(s) shall not submit their COST/FEE PROPOSALS and the TECHNICAL PROPOSALS together. These documents must be uploaded in Euna Procurement separately**.

All responses shall be submitted and received in Euna Procurement by the deadline time and date specified in the Schedule of Events. The responsibility for submitting the proposal into Euna Procurement on or before the above stated time and date is solely that of the Respondent(s). The City of Tallahassee will in not be responsible for delays in transmittal or delays caused by any other occurrence. **LATE PROPOSALS WILL NOT BE ACCEPTED. Please allow sufficient time to input responses into Euna Procurement.**

Non-responsive proposals may be rejected by the City. The individual signing the proposal must certify that the proposal is submitted fairly, in good faith, and without collusion or fraud, and that such individual is authorized to bind the Respondent.

The City shall not be liable for any costs or expenses incurred by a Respondent in connection with the preparation, submission, or presentation of a proposal prior to the execution of an Agreement.

Respondent(s) submitting proposals for the award of airport counter space(s) must be available to participate in in-person presentations and/or interviews if requested by the Selection Committee as part of the evaluation process.

## 2.4 PRE-PROPOSAL CONFERENCE

a. All interested prime Respondent(s) attending the above-required meetings MUST sign-in, as proof of attendance.

b. Proposals shall be rejected if submitted by prime Respondent(s) that do not attend the above-required meetings and sign in attesting to their attendance.

c. Respondent(s) are cautioned that in no event shall failure to familiarize themselves with the requirements of this solicitation or to resolve ambiguous or inconsistent terms or conditions of this solicitation or proposed contract constitute grounds for a claim of any kind after contract award

## 2.5 COST/FEE PROPOSAL (Euna Procurement LINE ITEM 1)

Successful Respondent(s) shall pay to the City a Concession Fee for the rights and privileges granted in the resulting Agreement. Such Concession Fee shall be the greater of the Percentage Fee identified in Exhibit D-1, Lease Summary, or the Minimum Annual Guarantee ("MAG") proposed, in accordance with and as adjusted pursuant to the Agreement.

Respondent(s) shall enter their proposal for the Agreement Year 1 MAG in Attachment 2, Cost/Fee Proposal Form in **Euna Procurement Line Item 1** only. Successful Respondent(s) agree to pay to the City the MAG, as proposed, in addition to all other fees and charges outlined in the Agreement in Exhibit D-1, Lease Summary, as shall be adjusted annually based on the Consumer Price Index ("CPI").

## 2.6 TECHNICAL PROPOSAL (Euna Procurement LINE ITEM 2)

Respondent(s) shall upload their Technical Proposal in **Euna Procurement Line Item 2** ensuring the submission is clearly labeled and each "Tab" is clearly identified, as described in this section. Respondent(s)' Technical Proposals shall outline the products and services proposed and Respondent(s)' ability to execute the same by following the instructions included in Tabs 1-4 below. Each Tab below represents an Evaluation Criteria for which Proposals will be scored by the Selection Committee in accordance with **SECTION 2.7.1**.

### 2.6.1 TAB 1 – Executive Summary/General Information

Respondent(s) must provide a brief and concise overview of their company, qualifications, capabilities, and the key elements of their proposal(s) for the requested airport counter space(s). Respondent(s) should highlight any unique services, operational methods, customer service initiatives, technologies, or other approaches that distinguish their firm and provide a competitive advantage.

Proposals must include a declaration signed by an authorized representative stating that the proposal is submitted fairly, in good faith, and without collusion or fraud, and that the signatory is authorized to bind the Respondent. Respondent(s) shall also provide the name, title, mailing address, email address, and telephone number of the individual(s) authorized to make representations on behalf of the Respondent.

Respondent(s) must identify the legal entity under which the firm operates (e.g., sole proprietorship, partnership, limited liability company, corporation, or governmental entity) and provide documentation evidencing its legal status in the state of formation or registration. Non-Florida entities must also provide documentation demonstrating authorization to transact business in the State of Florida or submit written confirmation that such authorization will be obtained within thirty (30) days following selection for award.

Include the following general corporate information:
• Name of firm
• Mailing and physical address
• Primary contact person and title
• Phone number(s) and email address(es)
• Business structure
• Years in business
• Proof of liability insurance
• Description of any litigation, major disputes, contract defaults, liens, bankruptcy filings, or foreclosures within the past ten (10) years, including circumstances and resolution
• Description of any parent company or subsidiary relationships
• Staffing totals (management, clerical, and operational categories)
• If a joint venture or prime/subcontractor arrangement, describe how work will be distributed among partners

Respondent(s) shall complete and include Attachment 3, Proposed Brands and Counter Preferences, under Tab 1 of its Technical Proposal.

### 2.6.2 TAB 2 – References

Respondent(s) shall provide at least three (3) references from the past three (3) years' demonstrating experience operating an on-airport rental car business at a commercial-service airport, with a combined minimum of three (3) years of such experience. Each reference must include a contact name, company name, phone number, email address, and a brief description of the services provided. References should be from current or former airport clients, where available, for whom the Respondent has performed services comparable in scope, size, and complexity to those contemplated in this solicitation, and who can independently verify the Respondent's performance. Respondent(s) may also include letters of reference attesting to their successful establishment, operation, and financial performance in a commercial service airport environment.

### 2.6.3 TAB 3 – Experience/Past Performance

Respondent(s) shall provide detailed information on FORM 1 demonstrating their experience and past performance operating rental car concessions in an airport environment. Respondent(s) shall provide detailed descriptions of relevant contracts awarded within the past five (5) years. For each contract, include the airport name and location, date of award, airport size, scope of services, performance outcomes, and the name and phone number of an airport representative authorized to discuss the Respondent's performance. Separately, Respondent(s) shall provide a comprehensive list of all airports at which they have operated an in-terminal rental car business during the same five (5) year period, including those not described above.

Respondent(s) must demonstrate a clear understanding of the City's objectives and operational requirements as described in this RFP, including key challenges associated with operating at the Airport and the strategies proposed to address them. Responses shall include examples of successful transitions at other airports, including relocations between service centers and facility openings, along with lessons learned and approaches that will support a seamless transition at the City's Airport.

Respondent(s) shall describe their direct experience operating rental car facilities comparable to those at the Airport. This shall include experience with on-airport rental counters, ready/return areas, quick-turnaround (QTA) operations, fueling, cleaning, maintenance, fleet management, and customer service functions.

Finally, Respondent(s) shall provide a concise narrative describing the proposed Airport operation, including overall operational approach, customer service philosophy, staffing structure, use of technology, sustainability initiatives, and any planned enhancements, innovations or specialized services intended to improve customer experience, operational efficiency, safety, and environmental performance. This narrative shall demonstrate how the Respondent's past performance and industry expertise will be translated into effective and high-quality service delivery at the Airport.

### 2.6.4 TAB 4 – Resumes

Provide resumes of Respondent's operating team that will be part of the implementation and/or ongoing services. Each resume should provide the following information:

- Name and title
- Position within the organizational structure
- Office where primarily located
- Years of experience with current firm and other firms
- Relevant certifications, licenses or training
- Areas of practice specialization

### 2.6.5 TAB 5 – Procurement Forms

**The absence of any of the forms that require completion may result in a determination that the Proposal is non-responsive, and the Proposal may not be evaluated**. The furnished Forms should be used when submitting the Proposal. Except for FORM 1 which will be included under TAB 2, complete and include the following forms and information in this TAB:

a) FORM 1 – References (Tab 2)
b) FORM 2 – Certification of a Drug Free Workplace
c) FORM 3 – Vendor Conflict of Interest
d) FORM 4 – Representations/Certifications
e) FORM 5 – Non-Collusion Affidavit of Proposer
f) FORM 6 – Responsible Vendor Review Form
g) FORM 7 – Human Trafficking Affidavit

### 2.6.6 TAB 6 – COST FEE PROPOSAL

The City is requesting that the Proposer provide a Cost/Fee Proposal for services defined herein for the term of the contract. The Cost/Fee Proposal shall be all inclusive which includes but is not limited to travel, equipment, and any other related expenses. Proposers must complete Attachment 2, Cost/Fee Proposal Form in its entirety, in order for their submittal response to be considered for award. Proposer shall enter their price schedule and any additional supporting price documentation on **Attachment 2** in **Line Item 1 only**.

## 2.7 EVALUATION OF RESPONSES

All proposals will be evaluated in accordance with the requirements, evaluation factors, and criteria set forth in this RFP. Upon receipt of proposals, the City will commence the evaluation process. The City anticipates awarding up to three (3) Agreement(s) to the Respondent(s) whose proposal(s) are determined to provide the best overall value to the City and maximize revenue opportunities for the Airport.

Selection Committee will independently review each Respondent's technical proposal and award points using the established evaluation criteria, with scoring based on a 0 – 10-point scale, as identified below. For each criterion, the sum of the evaluator scores will be multiplied by the designated factor for a total score; then divided by the number of evaluators to provide the overall average Technical Point Score for each criterion. The sum of average points results in the total technical score for each Respondent.

### 2.7.1 Technical Scoring Criteria Table

| CRITERIA | EVALUATOR MAX SCORE | FACTOR | TECHNICAL SCORE MAXIMUM POINTS |
|---|---|---|---|
| **TECHNICAL PROPOSAL** | | | |
| Tab 1 – Executive Summary/General Information | 0 | 0 | 0 |
| Tab 2 – References | 10 | 1.0 | 25 |
| Tab 3 – Experience/Past Performance | 10 | 3.5 | 35 |
| Tab 4 – Resumes | 10 | 1.0 | 15 |
| Tab 5 - Forms | N/A | N/A | N/A |
| Tab 6 - Cost/Fee Proposal | 10 | 2.5 | 25 |
| **Total Maximum Points Allowed** | | | **100** |

### 2.7.2 Technical Scoring Scale Table

| Score | Basic Description | Full Description |
|---|---|---|
| 0 - 1 | No Response/<br>Not Addressed or Vaguely Addressed | Answer is no to RFP requirements; this element of the evaluation criteria was not addressed or vaguely addressed. |
| 2 - 3 | Poor/Below Expectations/<br>Unsatisfactory | The proposal is inadequate in most basic requirements, specifications, or provisions of the criteria element; respondent's information for this element of the evaluation criteria was unsatisfactory. |
| 4 - 5 | Below Average/<br>Meets Some Expectations | The proposal meets some of the basic requirements, specifications, or provisions of the criteria element; respondent's information for this element of the evaluation criteria is below average. |
| 6 - 7 | Average/<br>Meets Most Expectations | The proposal adequately meets the minimum requirements, specifications, or provisions of the criteria element; respondent's information for this element of the evaluation criteria is average. |
| 8 - 9 | Above Average/<br>Meets All Expectations | The proposal more than adequately meets the minimum requirements, specifications, or provisions of the criteria element, may exceed some areas; respondent's information for this element of the evaluation criteria is above average. |
| 10 | Excellent/<br>Exceeds Expectations | The proposal exceeds minimum requirements, specifications, or provision in most aspects of the criteria element; respondent's information for this element of the evaluation criteria is excellent. |

### 2.7.3 Cost/Fee Scoring

The Procurement Services Division will evaluate the Minimum Annual Guarantee ("MAG") proposals submitted by Respondent(s). The Respondent submitting the highest responsive MAG proposal will receive the maximum available points for the cost/fee evaluation. Respondent(s) submitting lower responsive MAG proposals will receive a proportional share of the available points based on the ratio of their proposed MAG amount to the highest responsive MAG proposal received.

The scoring for Cost/Fee Proposal shall be based upon the following formula:

**(Respondent's MAG Proposal/Highest MAG Proposal) x MAG Points = Respondent's Awarded Cost/Price Points**

Scoring Example:

The following example illustrates the method utilized to proportionally award the cost proposal points. For this example, assume the maximum number of MAG points is 30:

| MAG Proposal | Respondent | Points | Calculation |
|---|---|---|---|
| $150,000 | Respondent 1 (highest MAG) | 30.00 | Receives total points |
| $125,000 | Respondent 2 | 25.00 | (125,000/150,000) x 30 |
| $100,000 | Respondent 3 | 20.00 | (100,000/150,000) x 30 |
| And so on. | | | |

### 2.7.4 Overall Score and Ranking

The Respondent's Total Proposal Score shall be the sum of the Technical Proposal score and the Cost/Fee Proposal score. Proposals will then be ranked in descending order based on Total Proposal Scores, with the highest-scoring proposal ranked first, followed by the next highest, and so on.

As part of the evaluation process, the City reserves the right to shortlist two or more Respondent(s) with the highest-ranking proposal scores. The City may also request oral presentations, interviews, and/or conduct site visits during the solicitation and contracting process.

**[End of SECTION 2]**

## 3.0 SCOPE OF WORK/SPECIFICATIONS

### 3.1 INTENT

The City is soliciting competitive proposals from qualified firms to provide rental car concession services at the Airport. The City intends to award up to three (3) agreements to the most responsive and responsible Respondent(s), granting them the non-exclusive right to operate branded rental car concessions at the Airport from one or more of the three (3) in-terminal concessions counters and associated office spaces offered under this RFP.

It is the City's intent and requirement that all three (3) in-terminal concession counters and associated office spaces be awarded and fully utilized for the duration of the resulting Agreement(s). To achieve this objective, the City reserves the right to award multiple counter and office space locations to a single Respondent, as necessary, based on the number of qualified proposals received and the overall best interest of the Airport. Such allocations may consider factors including, but not limited to, historical market share, fleet size, financial strength, ability to effectively utilize multiple spaces and other operational considerations.

It is the City's intent that, so long as all three (3) in-terminal concession counters are leased, no additional rental car companies will be permitted to operate in-terminal during the term of the Agreements awarded under this RFP. The City further intends to ensure that concession space remains continuously leased and utilized. If any of the facilities offered under this RFP become vacant during the term of the Agreement(s), the City will first offer the available space to the RACs selected through this RFP process. Offers will be made in order of Market Share, beginning with the operator holding the highest Market Share, and on terms and conditions consistent with the applicable Agreement(s). If none of the existing RACs elect to lease the available space(s) offered, the City may offer any vacant space to another rental car company on terms and conditions no more favorable than those offered to the RACs under the resulting Agreement(s) awarded in response to this RFP.

The City shall assign up to three (3) Designated QTA Spaces within the Existing QTA Facility to the most responsive and responsible Respondent(s) for the purpose of parking, fueling, storing, charging, washing, and maintaining rental car fleet vehicles in connection with successful Respondent(s)' rental car concessions in the Airport terminal. Successful Respondent(s) will generally be limited to one (1) Designated QTA Space per brand family within the Existing QTA Facility and the New QTA Facility, once constructed; however, the City may, at its sole discretion, assign additional QTA Space(s) to a Respondent if necessary to ensure full utilization of available space. In such cases, additional QTA Space(s) will be allocated based on the Respondent's proposal ranking, as determined through the RFP evaluation process, with higher-ranked Respondent(s) given priority, and may also consider the Respondent's historical market share, fleet size, financial strength, ability to effectively utilize multiple spaces and other operational considerations.

Rental Car Ready/Return Spaces ("Ready/Return Spaces") will remain in their current location in the terminal parking lot. Customer counters and office spaces will remain in the main terminal building across from the baggage claim carousels for customer convenience.

Respondent(s) are responsible for familiarizing themselves with the specifications for the work required under this RFP. Failure to inspect the sites will not relieve successful Respondent(s) from performing in accordance with the intent and specifications outlined in their submitted Technical Proposal.

### 3.2 HISTORY AND BACKGROUND

The City has determined that the provision and regulation of ground transportation services for Airport passengers is in the public interest and is an essential component of the operation of the Airport and the aviation facilities owned and operated by the City. The Airport is currently served by four on-site rental car agencies, Avis Budget Car Rental, LLC,

Enterprise Leasing Company-South Central, LLC, The Hertz Corporation and Vanguard Car Rental USA dba Alamo Rent A Car and National Car Rental ("RACs") and one off-airport rental car agency, Capital City Leasing, LLC d/b/a Priceless Car Rental.

On July 8, 2015, the City adopted the CFC Resolution shown in Exhibit A-1 of the Agreement, to implement a car rental Customer Facility Charge (herein after "CFC"). This CFC funding provides for the design, permitting, construction, construction administration and resident project representative services required to construct the New QTA Facility and shall also be used to pay the City's debt service for the financing thereof. The New QTA Facility will be located adjacent to the terminal building and will initially offer exclusive use administrative offices and parking area spaces for up to three (3) RACs along with a designated common use area to include maintenance bays, wash bays and a vehicle fueling area. The Airport anticipates construction completion of the New QTA Facility in 2027.

TLH offers daily non-stop passenger flights with commercial air service to seven (7) major hubs, with connections to virtually every major global destination. TLH is served by three (3) airlines: American Airlines, Breeze Airways and Delta Air Lines along with four (4) affiliate airlines: Endeavor Air, Envoy Air, Inc., PSA Airlines, and Piedmont Airlines, Inc. These airlines provide non-stop service to Atlanta (ATL), Charlotte (CLT), Dallas-Ft. Worth (DFW), Fort Lauderdale (FLL), Miami (MIA), Raleigh-Durham (RDU), and Washington, D.C. (DCA).

Attachment 4 provides the Airline Flight Schedule. Attachment 5 furnishes Gross Receipts History for informational purposes. Attachment 6, Passenger Traffic History, shows the number of enplaning and deplaning passengers for the most recent 10-year period. Such data shall in no way release Respondent(s) from the responsibility of determining the business potential of its rental car concessions at the Airport. The City does not guarantee that future revenue will equal or exceed past revenue.

## 3.3 MINIMUM QUALIFICATIONS AND EXPERIENCE

Respondent(s) must demonstrate experience in establishing, operating, and maintaining a financially successful rental car operation within a commercial-service airport environment, preferably at on-airport facilities of comparable size and complexity. To be considered responsive, Respondent(s) must meet the minimum qualifications set forth below:

- Respondent(s) must have operated rental car concessions at a minimum of three (3) on-airport locations at commercial-service airports within the preceding three (3) years,
- Demonstrate financial capability to perform the requirements of the Agreement,
- Commitment to provide an adequate fleet of rental cars at Tallahassee International Airport to fulfill both reservations and unexpected rental demand resulting from airline delays and other fluctuations in demand,
- Commitment to provide a comprehensive national and international reservation system,
- Accept at least three (3) major credit cards for the payment of services, and
- Offer for rental only vehicles that are no more than two (2) years older than the current year model and/or have no more than sixty thousand (60,000) miles; provided, however, that this requirement may be waived by the City when the latest model vehicles are not available due to reasons beyond a rental car operator's control.

Responses must clearly show compliance with these minimum qualifications. The City reserves the right, but is not obligated, to seek clarification from Respondent(s) or their references if compliance is unclear.

## 3.4 LEASED PREMISES

The Leased Premises consists of the areas identified in the Agreement as Exhibit B-1, In-Terminal Counter & Office Spaces, Exhibit B-2, Ready Return Spaces, Exhibit B-3, Existing QTA Facility and Exhibit B-4, New QTA Facility Site Plan (future construction).

## 3.5 INITIAL SPACE ALLOCATION

All space within the Leased Premises areas shall be initially allocated as follows:

- **In-Terminal Counter & Office Space, and Existing QTA Facility Spaces.** The spaces within the Leased Premises, identified in Exhibits B-1, In-Terminal Counter & Office Spaces, and B-3, Existing QTA Facility, of the Agreement, shall be initially allocated with preference given to Respondent(s) in ranked order based on the highest proposed Agreement Year 1 Minimum Annual Guarantee ("MAG") submitted in response to this RFP. The successful Respondent proposing the second-highest Agreement Year 1 MAG shall then select from the remaining available spaces, and so forth, until all such spaces have been allocated.
- **New QTA Facility Spaces.** The Director will allocate the Designated QTA Spaces within the New QTA Facility, shown in Exhibit B-4, New QTA Facility Site Plan of the Agreement, upon receiving the Certificate of Occupancy and taking into consideration each RACs' proposed MAGs, historical market share, fleet size, financial strength, ability to effectively utilize multiple spaces and other operational considerations.
    - **Market Share Percentage** shall mean the amount, expressed as a percentage, equal to (i) the total rental revenue of Lessee during the Agreement Year, divided by (ii) the aggregate sum of all the RACs rental revenue during the respective Agreement Year; and
    - **Agreement Year** shall mean the twelve (12) month period beginning on the Commencement Date of the Agreement and ending twelve (12) months thereafter ("Agreement Year 1"), and each twelve (12) month period thereafter shall be Agreement Year 2, Agreement Year 3 and so on until the Agreement expires or terminates.
- **Full Utilization of Counter/Office Space.** In the event that fewer than three (3) Respondent(s) are determined to be responsive and responsible, the City will allocate the available counter/office space locations and associated office spaces in a manner that ensures full utilization of all available space. Following the initial allocation, any remaining counter/office space locations will be assigned to Respondent(s), again in descending order of MAG, until all available spaces are awarded. In assigning more than one counter/office space locations to a single Respondent, the Director will consider the Respondent's demonstrated operational capacity, historical market share, fleet size, financial strength, ability to effectively utilize multiple spaces and other operational considerations.
- **Grandfathering.** For successful Respondent(s) who currently occupy Exclusive-Use Areas as defined in the current rental car concession agreements, the City will permit the continued use ("grandfathering") of such currently allocated Exclusive-Use Premises, including available in-terminal counter and office space, Ready Return parking spaces, and spaces within the Existing QTA Facility ("Service Centers"), subject to future adjustment as outlined in the resulting Agreement(s). Grandfathering shall not confer any right to additional space beyond Grandfathered Space, and any expansion requests shall be subject to the competitive allocation process in this Section.

  Additional parking for over-sized vehicles will be provided in the Long-Term Parking Lot on an as-needed basis in accordance with the Airport's Schedule of Rates and Charges.

## 3.6 SPACE REASSIGNMENT

The Director has the right to reassign any and all spaces assigned within the Leased Premises if, in his sole discretion, they are disproportional based upon the RACs' Market Share rankings. Within one hundred twenty (120) days following the end of every two (2) Agreement Years, the Director shall review the RACs' Market Share rankings for the previous two (2) years. If any one of the RACs' cumulative Market Share has grown by at least ten percent (10%), the Director may, but is not required to, reallocate the Exclusive-Use Areas to reflect the change in Market Share. Upon mutual consensus among the RACs, any rental car agency may trade spaces with another rental car agency, subject to the Director's approval. Further, if the RACs reach a consensus that space reassignments should apply solely to the Ready/Return Spaces, the City will take this into consideration when finalizing the Agreements.

## 3.7 READY RETURN SPACES

The Director or the Director's designee will initially allocate two hundred fifty-four (253) Ready Return Parking Spaces. These Ready Return Parking Spaces are designated parking spaces for the successful respondent(s) to store vehicles that are either ready to be rented or have been returned by customers. The Director or the Director's designee will assign blocks of Ready Return Spaces to each successful Respondent. Initial space assignments for Ready/Return Spaces as identified in Exhibit B-2, Ready Return Spaces of the Agreement, shall be determined using a pro-rata allocation formula derived from each successful Respondent's proposed Agreement Year 1 MAG. The pro-rata allocation formula to be used is as follows:

> ***Respondent's Year 1 MAG ÷ Total MAG of All Successful Respondent(s) × Total Available Ready/Return Spaces = Respondent's Number of Allocated Ready/Return Spaces.***

## 3.8 RATES AND CHARGES

Successful Respondent(s) shall pay to the City, in consideration of the privileges granted, the Concession Fee and all other applicable rates and charges, together with any required sales taxes, for use of the Leased Premises. Such payments shall be made at the rates in effect under the Agreement, as set forth in Exhibit D-1 (Lease Summary), and shall be subject to annual adjustment based upon the percentage change to the Consumer Price Index ("CPI") and shall not exceed a three percent (3%) increase for any given adjustment year, all as more fully set forth in the Agreement.

Respondent(s) awarded space within the New QTA Facility shall, in addition to the Concession Fee, be responsible for payment of a Fuel Flowage Fee and lease rates for Ground Rent and Building Rent, upon receipt of the Certificate of Occupancy, as more fully set forth in the Agreement(s). These lease rates, established at fair market value, are included in Exhibit D-1 (Lease Summary) and have been determined by a State-Certified General Appraiser selected by the City. The appraisal was conducted in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) through a Market Ground Rent and Building Rent Analysis, as required by the Federal Aviation Administration ("FAA") for Non-Aeronautical agreements.

## 3.9 INSTALLATION AND LEASE SPACE IMPROVEMENTS

The City shall deliver the existing Leased Premises "AS IS", without alterations or improvements. The City makes no warranty, express or implied, regarding the suitability of the Leased Premises for the successful Respondent(s)' purposes or needs. The City shall not be liable for any patent or latent defects, and under no circumstances may successful Respondent(s) withhold payments due under the Agreement on account of any such

defects. Successful Respondent(s) shall acknowledge that they have conducted all necessary due diligence and independently determined that the Leased Premises is suitable for all uses permitted under the Agreement.

The City at its sole expense, shall fund, design, permit, construct, or cause to be constructed, and maintain the New QTA Facility, as more fully set forth in the Agreement. The configuration of the Leased Premises and Common Use Areas within the New QTA Facility remain under design. Upon completion of the final design, Exhibit B-4, New QTA Facility Site Plan, shall be updated to reflect the final areas and substituted in accordance with the Agreement.

The City shall provide the building shell and core only and shall ensure that individual spaces are separately metered. The Director and/or designee will coordinate with the RACs awarded space in the New QTA Facility to help ensure that the facility's design and available infrastructure can accommodate their operational needs.

At their sole cost and expense, successful Respondent(s) shall finance, design, install, and maintain all interior improvements to the Leased Premises, including finishes, furnishings, fixtures, equipment, signage, trade dress/branding elements, and supplies required for operations. No structural changes may be made without the prior written approval of the Director, in accordance with the Agreement. All finish materials proposed shall comply with applicable City requirements and remain subject to the Agreement's terms and conditions.

All signage installed within the Leased Premises shall be coordinated with and approved by the Director or the Director's designee in advance and in writing to ensure consistency and standardization. Successful Respondent(s) shall bear all costs associated with signage maintenance, including labor, materials, and fees, unless otherwise agreed to in advance and in writing by the Director or the Director's designee. Such maintenance shall include, but not be limited to, ensuring visibility, structural integrity, illumination (where applicable), and compliance with all local ordinances.

## 3.10 REQUIREMENTS FOR SITE ACCESS

Successful Respondent(s) shall be subject to the Airport's badging requirements. The work under this solicitation will take place in the pre-security area of the Airport and will require badging for successful Respondent(s)' staff. The total cost for an Airport security identification badge shall be consistent with applicable fees in the Airport's Schedule of Rates and Charges. All badged employees must participate in security & safety training on an annual basis that typically takes less than two (2) hours to complete and is conducted during normal business hours. Required paperwork includes a Security Identification Badge Application, available on the Airport's website at www.TLHAirport.com. Applicants must provide two forms of acceptable identification (driver's license, social security card, birth certificate, passport, etc.) along with their completed form.

## 3.11 TITLE TO IMPROVEMENTS

The City shall retain title to all Leased Premises, whether presently owned or constructed in the future. Upon completion of the CFC-funded New QTA Facility, title to all leasehold improvements, alterations, mechanical and electrical installations, connections, capital improvements, and additions made by the City shall immediately vest in the City, or in the City's lending institution if required. The successful Respondent(s) may install and remove personal property, including furniture, equipment, trade dress/branding elements, supplies, and other items, provided such property does not constitute fixtures or leasehold improvements to the real property.

## 3.12 ORDER OF PRECEDENCE.

In the event of any conflict, inconsistency, or discrepancy between this Request for Proposals (RFP), including any addenda thereto, and the resulting Agreement(s), the terms and conditions of the Agreement(s) shall control and prevail.

## 3.13 RFP ATTACHMENTS

The following Attachments are hereby incorporated in full text and become an integral part of the Agreement.
Attachment 1, On-Airport Rental Car Concession and Lease Agreement
Attachment 2, Cost/Fee Proposal Form
Attachment 3, Proposed Brands
Attachment 4, Airline Flight Schedule
Attachment 5, Gross Receipts History (5-Year History)
Attachment 6, Passenger Traffic History (10-Year History)

## 3.14 DOCUMENTS INCORPORATED BY REFERENCE

The following documents are incorporated by reference and become an integral part of the Agreement and shall have the same force and effect as if they were incorporated in full text.

- RFP-089-26-RR
- Addenda (If any)
- Concessionaire's Proposal

**[End of SECTION 3]**

# TALLAHASSEE INTERNATIONAL AIRPORT
# NAME OF RENTAL CAR OPERATOR
# ON-AIRPORT RENTAL CAR CONCESSION AND LEASE AGREEMENT
# NO. _____

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**EXHIBITS**

Exhibit A-1: CFC Resolution
Exhibit B-1: In-Terminal Concession Counter and Office Space (Will be allocated and substituted prior to execution)
Exhibit B-2: Ready Return Spaces (Will be allocated and substituted prior to execution)
Exhibit B-3: Existing QTA Facility (Will be allocated and substituted prior to execution)
Exhibit B-4: New QTA Facility Site Plan (Will be allocated and substituted after construction)
Exhibit C-1: Penalties for Non-Compliance
Exhibit D-1: Lease Summary
Exhibit D-2: CFC Monthly Statement of Transactions and Transaction Days
Exhibit E-1: Required Federal Provisions
Exhibit F-1: Special Purpose Survey (To be attached upon completion)
Exhibit G-1: Responsibilities Checklist
Exhibit H-1: Market Ground Rent & Building Rent Analysis

DRAFT

**TALLAHASSEE INTERNATIONAL AIRPORT**
**NAME OF RENTAL CAR OPERATOR**
**ON-AIRPORT RENTAL CAR CONCESSION AND LEASE AGREEMENT**
**Terminates Contract No. _____ and _____**

This On-Airport Rental Car Concession and Lease Agreement is made and entered into this ___ day of _____ 2026 (hereinafter "Commencement Date"), by and between **CITY OF TALLAHASSEE**, a Florida municipal corporation (hereinafter referred to as the "City"), on behalf of the Tallahassee International Airport, and ___**NAME OF RENTAL CAR OPERATOR**___, a _____(type of Business Entity)_____, qualified to do business in the State of Florida, (hereinafter referred to as the "Lessee"), and (collectively, the "Parties"). The initial address of each party is as follows:

| **CITY** | **LESSEE** |
|---|---|
| City of Tallahassee<br>Tallahassee International Airport<br>3300 Capital Circle, SW, Ste. 1<br>Tallahassee, FL 32310 | Name<br>Address |

**W I T N E S S E T H:**

**WHEREAS,** the City owns and operates the Tallahassee International Airport, located in Leon County, Florida encompassing any additions or improvements thereto or changes therein the City hereafter makes or authorizes, herein after collectively referred to in its entirety as the "Airport"; and

**WHEREAS**, based upon the proposals solicited and received in response to Request for Proposals No. RFP-089-26-RR (the "RFP"), dated July 15, 2026, which is fully incorporated herein by reference, the City evaluated all submitted proposals and selected Lessee as one of the parties to be awarded an On-Airport Rental Car Concession and Lease Agreement (each, an "Agreement" and collectively, the "Agreements") for operations at the Airport. Such selection was based upon the proposal submitted by Lessee (the "Lessee's Proposal"), which is also fully incorporated herein by reference; and

**WHEREAS**, the Lessee is engaged in the business of renting automotive vehicles and such rental car services at the Airport are essential for proper accommodation of Airport customers; and

**WHEREAS**, the City Commission adopted and implemented a Car Rental Customer Facility Charge ("CFC"), Resolution No. 15-R-18 (herein after, "CFC Resolution"), to fund the financing, design, relocation, and construction of rental car facilities and has been pre-collecting CFCs to cover such costs since July 8, 2015, the effective date of the Resolution attached hereto as Exhibit A-1, CFC Resolution; and

**WHEREAS**, the City shall utilize CFC funds to construct the new Rental Car Quick-Turnaround Facility (hereinafter referred to as "New QTA Facility") and other projects benefiting the rental car facilities at the Airport. The New QTA Facility shall be leased in accordance with awards made pursuant to the RFP, as more fully set forth herein; and

**WHEREAS**, Lessee has provided the necessary Security Deposit and Insurance Certificate(s); and

**WHEREAS**, the fully execution of this Agreement shall automatically terminate any existing agreement Lessee is operating under at the time of execution of this Agreement.

**NOW, THEREFORE**, for and in consideration of the mutual covenants and agreements herein contained, the City and the Lessee do hereby mutually undertake, promise, and agree, each for itself and its successors and assigns, as follows:

## ARTICLE I - TERM

1.1 **Initial Term.** The "Initial Term" of this Agreement shall be for a Ten (10)-year period commencing on the "Commencement Date" so written above.

1.2 **Renewal Options.** Provided Lessee is not in default under any term or provision contained in this Agreement beyond any applicable notice and cure period, the Lessee shall have two (2) five (5)-year options to renew the Term of this Agreement ("Renewal Options"). Notice of Lessee's desire to exercise these Renewal Options may be submitted to the Director or Aviation ("Director") or designee at least six (6) months prior to the then-current option period.

## ARTICLE II - LEASED PREMISES

2.1 **Leased Premises.** For and in consideration of the ground rent and other fees identified in Article 3 to be paid by Lessee and the covenants and conditions set forth herein, City hereby grants Lessee the use and control over the premises and facilities shown in Exhibit B-1, In-Terminal Concession Counter and Office Space, Exhibit B-2, Ready Return

Spaces, Exhibit B-3, Existing QTA Facility and Exhibit B-4, New QTA Facility Site Plan (as more fully set forth in Article 8), each of which depicts and identifies the specific areas to be occupied by each rental car agency, attached hereto and incorporated herein by reference (collectively referred to as the "Leased Premises") made a part hereof; together with the non-exclusive right and privilege to reasonable ingress and egress access by motor vehicles utilizing the now existing roadways and roadways which may be constructed at some future date, and appurtenant land, to and from the Leased Premises as may be required to renovate, use, operate, maintain and repair the Leased Premises.

2.2 **Existing QTA Facilities.** Lessee shall initially occupy the existing rental car service facilities, as shown in Exhibit B-3 (Existing QTA Facility), for the parking, fueling, storing, charging, washing, and maintenance of its rental car fleet in connection with its rental car concession operations, until construction of the new QTA Facility is completed.

2.3 **New QTA Facility.** Upon the City's receipt of the Certificate of Occupancy for the New QTA Facility, City shall notify Lessee that the New QTA Facility is ready for relocation. As of the date of the City's notice to Lessee, Lessee shall have ninety (90) days to prepare its new space for relocation and another thirty (30) days to vacate the Existing QTA Facility and relocate to the New QTA Facility. In the event of delays resulting from extenuating circumstances beyond Lessee's control, the Director may grant a reasonable extension for Lessee's relocation to its assigned space within the New QTA Facility. Upon receipt of the Certificate of Occupancy for the New QTA Facility, the City shall take ownership of all improvements located therein. The Parties acknowledge that, as of the Commencement Date, the exact configuration of the Leased Premises area and Common Use Areas for the New QTA Facility are still being determined. Exhibit B-4, New QTA Facility Site Plan shows the proposed layout, as currently designed, subject to revision in accordance with Article 8 of this Agreement. Upon the City's receipt of the Certificate of Occupancy for the new QTA Facility, the City shall modify related Exhibits (Exhibit B-4, New QTA Facility and Exhibit D-1, Lease Summary), in accordance with final field measurements taken after construction completion of the New QTA Facility, and Lessee agrees to substitute such updated Exhibits upon mutual agreement, as required by this section, without necessity for formal amendment to this Agreement, in accordance with Article 18.27. The Director of Aviation ("Director") in his or her sole discretion will allocate the spaces within the New QTA Facility as more fully set forth in Article 2.6 (C).

2.4 **Grant of Concession.** Subject to the terms and conditions of this Agreement, the Airport hereby grants to Lessee a non-exclusive right, license, and privilege to operate a rental car concession at the Airport for the purpose of providing vehicle rental services and related customer services to Airport users. Such right includes the authority to conduct all activities reasonably necessary and customary to the operation of a rental car business, including reservation fulfillment, vehicle rental transactions, and customer service functions, in accordance with applicable Laws and Airport Rules and Regulations. The Airport reserves the right to grant similar concessions to other operators, including Transportation Network Company ("TNC") operators, commercial shuttle services, courtesy vehicles, and other ground transportation providers, and to impose reasonable regulations governing such operations in the interest of safety, efficiency, and public service. This authority includes regulating pick-up and drop-off locations, staging areas, fee structures, and operational requirements necessary to maintain safe and efficient Airport operations. The rights granted herein constitute a concession only and do not convey any ownership, leasehold, or other property interest except as may be expressly set forth in the provisions relating to the Leased Premises. Lessee shall operate its concession continuously, in a first-class manner consistent with industry standards at comparable airports, and only under the brand or brands approved pursuant to this Agreement. Lessee shall not assign, transfer, or expand the scope of its concession without the prior written consent of the Director.

2.5 Lessee may use its allocated Ready Return parking spaces shown in Exhibit B-2 only for:

(A) Parking rental cars which are ready to be picked up by Lessee's customers; and

(B) Receiving, returning, and parking rental vehicles returned by Lessee's customers; and

(C) Operating an express customer service booth within the Ready Return parking area, if such booth is installed during at a future date.

If approved in advance and in writing by the Director or the Director's designee, the service booth installation may be CFC-funded, including any primary electrical, data and IT services. Lessee shall at its sole cost and expense be responsible for all stall signage, security requirements and any other special needs as permitted by the Director or the Director's designee within the Ready Return lot. In accordance with Article 8.11, detailed plans must be submitted in writing for the approval of the Director or the Director's

designee prior to commencement of construction or installation of any structure, equipment, or utility, such approval shall not be unreasonably withheld, conditioned or delayed.

2.6 **Space Allocation of New QTA Facility Spaces.** Upon issuance of the Certificate of Occupancy, the Director will allocate the Designated QTA Spaces within the New QTA Facility, as depicted in Exhibit B-4 (New QTA Facility Site Plan). Allocations to Rental Car Agencies awarded Agreements under the RFP (each, a "RAC" and collectively, the "RACs") will be based on each awarded RACs' proposed MAG, historical market share (if available), fleet size, financial strength, and other operational considerations.

1. **Market Share Percentage** shall mean the amount, expressed as a percentage, equal to (i) the total rental revenue of Lessee during the Agreement Year, divided by (ii) the aggregate sum of all the RACs rental revenue during the respective Agreement Year; and
2. **Agreement Year** shall mean the twelve (12) month period beginning on the Commencement Date of the Agreement and ending twelve (12) months thereafter ("Agreement Year 1"), and each twelve (12) month period thereafter shall be Agreement Year 2, Agreement Year 3 and so on until the Agreement expires or terminates.
3. **Grandfathering.** If Lessee previously occupied Exclusive-Use Area(s) pursuant to Contract No. _____ (the "Prior Agreement"), City shall permit Lessee to continue to occupy and use such Exclusive-Use Area(s) (the "Grandfathered Premises"), subject to the terms and conditions of this Agreement. The Grandfathered Premises may include, as applicable: (i) in-terminal counter and office space; (ii) Ready/Return parking spaces; and (iii) space within the existing Quick Turnaround Area facility (the "QTA Facility") utilized for service center operations. Such Grandfathered Premises shall, from and after the Commencement Date, be subject to the terms and conditions, set forth in this Agreement, and shall not be governed by the Prior Agreement. Grandfathering shall not confer any right to additional space beyond the Grandfathered Space.

2.7 **Space Reassignment.** The Director has the right to reassign any and all spaces assigned within the Leased Premises if, in his sole discretion, they are

disproportional based upon the RACs' market share rankings. Within one hundred twenty (120) days following the end of every two (2) Agreement Years, the Director shall review the RACs' market share rankings for the previous three years. If any one of the RACs' cumulative market share has grown by at least ten percent (10%), the Director may, but is not required to, reallocate the Exclusive-Use Areas to reflect the change in market share. Upon mutual consensus among the RACs, any rental car agency may trade spaces with another rental car agency, subject to the Director's approval.

2.8 **Vacancy.** It is the City's intent that, so long as all in-terminal rental car concession counters and QTA Spaces are leased, no additional rental car companies will be permitted to operate in-terminal during the term of this Agreement. However, if any such space becomes vacant during the term of the RACs Agreement(s), the City will first offer the available space to the RACs selected through RFP #_____. Offers will be made in order of Market Share, beginning with the RACs operator holding the highest Market Share, and on terms and conditions consistent with the applicable Agreement(s). If none of the existing RACs elect to lease the available space(s) offered, the City may (i) offer such space to another rental car company on terms and conditions no more favorable than those offered hereunder, or (ii) lease the space to tenants engaged in other lines of airport-compatible business under standard industry terms, at the sole discretion of the Director.

## ARTICLE III – USES, RIGHTS AND PRIVILEGES

3.1 **Uses.** Subject to the terms, provisions, and conditions hereof, the Lessee will have the non-exclusive right, privilege, and obligation to conduct and operate a high-quality, well-managed rental car concession at the Airport, during the term of this Agreement, from its Leased Premises. Lessee will have the right, privilege and obligation to provide only passenger-type rental vehicles; to dispense fuel (expressly limited to dispensing fuel to vehicles used in Lessee's rental car business at the Airport); to rent and check-in passenger-type vehicle rentals, including the right to offer for sale related loss and collision damage waiver protection, personal injury and accident insurance, supplemental liability, uninsured motorist, and personal effects insurance; and to provide customer service features, including but not limited to, child restraints, global positioning navigation systems (GPS), and cellular phones.

3.2 **Rental Car Brands.** Lessee may operate only those rental car brands or trade names identified in its proposal, which Lessee represents are wholly owned, controlled, or licensed by Lessee. Lessee shall not add or substitute any brands during the Term and is limited to the brand or brands specified in its RFP response, unless otherwise approved in advance and in writing by the Director. Triple branding shall be permitted under this Agreement. Operators may be permitted to display their brands separately and distinctly within their concession counter spaces, only as approved in advance by the Director.

3.3 **QTA Facility Rights.** Subject to the terms and provisions contained in this Agreement, and all applicable laws in connection with the conduct of activities by Lessee at or around the Airport, Lessee is granted the following rights only and will use the Existing QTA Facility and New QTA Facility (hereinafter collectively referred to as the "Facilities"), once occupied, for the following purposes only:

(A) Lessee shall utilize the Facilities only for vehicle fueling, washing, cleaning, light maintenance, fluid replenishment, vacuuming, and related activities as are reasonably necessary for preparing its vehicles for rental pursuant to this Agreement. Unless otherwise approved in writing by the Director, Lessee shall not utilize the Facilities for heavy or extensive maintenance.

(B) Unless otherwise approved in writing by the Director, Lessee shall not store damaged, wrecked or inoperable vehicles within the Leased Premises.

(C) Lessee shall not allow its customers or the general public to enter the Facilities or park therein. Lessee may provide temporary staging of its on-Airport vehicles in the Facilities prior to their return to the Lessee's parking spaces. No other vehicle parking, including employee parking, shall otherwise be permitted in or about the Facilities except for the purposes stated herein and for towing or emergency services, provided, however, that such vehicles do not block other vehicles parked therein.

(D) Subject to the Airport Rules and Regulations promulgated by the City, as may be amended from time to time, (i) Lessee will have the non-exclusive right to the Common Use Areas and public areas at the Airport, and (ii) Lessee or any subcontractor of Lessee is prohibited from transporting Airport customers between the Airport Terminal and the Facilities.

(E) Lessee acknowledges and agrees that it has no exclusive rights to conduct the

business described herein, and that City has the right, at all times, to arrange with others for similar activities at the Airport.

(F) Lessee agrees that the Vehicle Fueling System shall be used cooperatively in common with other RACs operating within the Facilities, in accordance with the operating standards established by the Director or the Director's designee.

(G) Lessee agrees that no smoking will be allowed under any condition within the New QTA Facility's Common Use Area.

(H) Lessee shall comply with applicable laws pertaining to recycling, energy, and natural resources conservation and management and shall cooperate with the City in the implementation of City-established programs and policies pertaining thereto.

(I) The Airport shall arrange for fuel delivery, transfer and the refueling of tanks.

(J) The Vehicle Fueling System will be programed to track fuel usage for each of the RACs operating within the New QTA Facility.

(K) The Airport shall monitor the fuel inventory in the Vehicle Fueling System to ensure adequate fuel supplies are maintained.

3.4 **"As Is" Condition.** Upon award, the City will deliver the premises described in Exhibit B-1, In-Terminal Concession Counter and Office Space, Exhibit B-2, Ready Return Spaces and Exhibit B-3, Existing QTA Facility "AS IS" with no alterations or improvements thereto. The City makes no warranty, either express or implied, as to the suitability of the Leased Premises for the Lessee's purposes or needs. The City is not responsible for any patent or latent defect, and Lessee must not, under any circumstances, withhold any amounts payable to the City under this Agreement on account of any defect in the Leased Premises. Lessee hereby acknowledges that it has fully inspected the Leased Premises and conducted all necessary due diligence and has independently determined that the Leased Premises is suitable for all uses permitted under this Agreement. Lessee acknowledges that the City has not made any expressed or implied representations or warranties whatsoever with respect to the condition of the premises described herein; including without limitation any representation or warranty regarding compliance with environmental laws or the suitability for any purpose, use, or operation anticipated in this Agreement. Lessee acknowledges that it is entering into this Agreement without relying upon any statement or representation made by the City or by any agent of the City.

3.5 **Relocation.** At any time during the Term of this Agreement, upon one hundred-eighty (180) days prior written notice, the City may require, upon the recommendation of the Director, which recommendation shall be based on the best interests of the Airport that Lessee relocate all or part of the Leased Premises, including Ready Return spaces. Any such relocation, expansion or contraction shall be accomplished by Lessee in a commercially reasonable manner. If the relocation property is deemed unsatisfactory by the Lessee, the Parties agree to use good faith efforts to identify an alternative location; in the event the Parties are not able to identify a suitable alternative location, Lessee shall have the right to terminate the Agreement with no further obligation on the part of either the Lessee or City. Lessee shall exercise its rights to terminate by tendering written notice to the City of such intent within one hundred-eighty (180) days after the Lessee receives notice from City of the required relocation, date of relocation and the location of the new space.

3.6 **Warranties of Lessee.** Lessee hereby represents and warrants that the Leased Premises, shall be used in full compliance with all laws and with all Federal Aviation Administration ("FAA") regulations, FAA Grant Assurances and the regulations of any governmental agencies having jurisdiction, which affect the intended use of the Leased Premises as set forth herein.

3.7 **FAA Review.** This Agreement may be subject to a compliance review by the FAA. If the FAA indicates that any portion of this Agreement is not consistent with the requirements of federal law or grant assurances, or else raises an objection to any portion of this Agreement, the City shall have the right in its sole discretion to either (i) declare this Agreement to be null and void or (ii) to amend the terms of the Agreement to address the reasons for the FAA's statements or objections and submit to the Lessee an amendment hereto incorporating any proposed revisions. In the latter event, Lessee shall respond to such proposed revisions promptly and in any case not later than sixty (60) days from the date of submission by the City. If the Lessee accepts such revisions, the Parties will execute an amendment to the Agreement addressing FAA's objections.

3.9 **Compliance with Environmental Laws.** Lessee shall at all times in all respects comply with all environmental laws, and any amendments thereto affecting Lessee's operation on the Airport, including all federal, state, and local laws, ordinances and regulations, as

relates to Hazardous Materials, flammable liquids and any other applicable environmental regulations. Lessee shall ensure the following:

(A) Lessee, and its sublessees, if applicable, shall not bring onto the Leased Premises any Hazardous Materials (as defined below) without the prior written approval of the Director. Notwithstanding the foregoing, the Lessee shall not be obligated to secure the approval of the City to bring onto the Leased Premises products and materials used in the usual and customary operation of Lessee's business provided, however, Lessee shall comply with all applicable laws relating to the handling, use, storage and disposal of such products and materials. Lessee shall provide to Lessor upon request, a Material Safety Data Sheet for fuel, hydraulic fluid, motor oil and those Hazardous Materials (as defined below) that Lessee knowingly uses in the customary operations of its business. Any approval must be preceded by submission to Lessor of appropriate Material Safety Data Sheets (MSD Sheets). In the event of approval by City, Lessee covenants that it will (1) comply with all requirements of the City and all federal, state, and local codes, statutes, ordinances, rules and regulations, and laws, whether now in force or hereafter adopted relating to Lessee's use of the Leased Premises, or relating to the storage, use, disposal, processing, distribution, shipping or sales of any hazardous, flammable, toxic, or dangerous materials, waste or substance, the presence of which is regulated by a federal, state, or local law, ruling, rule or regulation (hereafter collectively referred to as "Hazardous Materials"); (2) comply with any reasonable recommendations by the insurance carrier of either City or Lessee relating to the use by Lessee on the Leased Premises of such Hazardous Materials; (3) refrain from unlawfully disposing of or allowing the disposal of any Hazardous Materials upon, within, about or under the Leased Premises; and (4) remove all Hazardous Materials from the Premises, either after their use by Lessee or upon the expiration or earlier termination of this Agreement, in compliance with all applicable laws. and

(B) Lessee shall be responsible for obtaining all necessary permits in connection with its use, storage, and disposal of Hazardous Materials, and shall develop and maintain, and where necessary file with the appropriate authorities, all reports, receipts, manifest, filings, lists, and invoices covering those Hazardous Materials

and Lessee shall provide City with copies of all such items upon request. Lessee shall provide within five (5) working days after receipt thereof, copies of all notices, orders, claims or other correspondence from any federal, state, or local government or agency alleging any violation of any environmental law or regulation by Lessee, or related in any manner to Hazardous Materials. In addition, Lessee shall provide City with copies of all responses to such correspondence at the time of the response.

(C) Lessee hereby indemnifies and holds harmless Lessor, its officers, employees, agents and successors and assigns from and against any and all losses, liabilities, damages, injuries penalties, fines, costs, expenses and claims of any and every kind whatsoever (including attorney's fees and costs, expenses or claims asserted or arising under the Comprehensive Environmental Response, Compensation and Liability Act of 1980, as amended, from time to time, and regulations promulgated thereunder, any so-called state or local "Superfund" or "Super lien" law, or any other federal, state or local statute, law or ordinance, code, rule regulation, order or decree regulation, relating to, or imposing liability or standards of conduct concerning any Hazardous Materials) paid, incurred or suffered by, or asserted against, Lessor as a result of any claim, demand or judicial or administrative action by any person or entity (including governmental or private entities) for, with respect to, or as a direct or indirect result of, the presence on or under or the escape, seepage, leakage, spillage, discharge, emission or release from the Leased Premises of any Hazardous Materials caused by Lessee or Lessee's sublessees, if applicable, agents, employees, or invitees. This indemnity shall also apply to any release of Hazardous Materials caused by a fire or other casualty to the premises if such Hazardous Materials were stored on the Leased Premises by Lessee, sub lessees, Lessee's agents, employees, or invitees.

(D) **Reports or Notice of Spills, Leaks, or Discharges.** As required by applicable Laws, Lessee shall provide the federal, state, and local regulatory agencies with reports or notice of spills, releases, leaks, or discharges (collectively, "release") of hazardous materials on the Leased Premises or on Airport property that exceed an amount required to be reported to any local, County, state, or federal

regulatory agency under all applicable laws, which notice will be in accordance with all applicable laws. Lessee shall further provide the Aviation Department and the City with written notice within one (1) day following commencement of same, of the containment, removal, or abatement measures, remediation efforts, or monitoring activities to be effected on the Leased Premises. Lessee shall have an updated contingency plan in effect relating to releases that provides minimum standards and procedures for storage of regulated materials and other materials, prevention and containment of releases, and transfer and disposal of regulated materials. The contingency plan will describe design features, response actions, and procedures to be followed in case of releases or other accidents involving hazardous substances, hazardous materials, bio-hazardous materials, and petroleum products. Lessee shall permit entry at all reasonable times from inspectors of regulatory authorities with jurisdiction.

3.10 **No Warranty of Economic Viability.** The City makes no warranty, promises or representations regarding any forecast of future air traffic volumes, revenues, or maintenance and operation costs, rates, or totals; that such information as the City has furnished with respect to these and other matters has been intended merely as one source of information available for consideration by Lessee. The City further makes no warranty, promises or representations as to the economic viability of the Lessee's business or any other matter pertinent to the potential or likelihood for success or failure of Lessee's business operations. Lessee acknowledges aspects of Airport operations are subject to change during the Term without notice and that the City makes no warranty regarding such Airport operations. Except as is specifically set forth herein, the City will not, by virtue of the existence of this Agreement, be constrained in connection with its operation of the Airport.

3.11 **Hours of Operation.** Lessee shall remain open for service to the public with the lights on and a rental car representative present at the counter at all times air flights operate at the Airport but shall open no later 8:00 a.m. and close no earlier than one (1) hour after the last arrival, seven days a week, including holidays. Lessee shall extend the closing time of its rental car concession operations to accommodate air traffic delays and schedule changes. Any change in the hours of operation is prohibited without the prior written approval of the Director; such approval shall not be unreasonably withheld or delayed.

Deviations in hours of operation shall be subject to Liquidated Damages, as outlined in Exhibit C-1, Penalties for Non-Compliance. Rental car counters must be staffed during the required Hours of Operation. If Lessee occupies two adjoining in-terminal counter/office spaces under separate brand(s), Lessee may assign a single employee to service both counter/office spaces during periods of low customer demand, provided that Lessee maintains adequate staffing to meet customer service requirements and operational needs.

3.12 **Customer Service.** Lessee shall conduct its business at the Airport on a fair, reasonable, and nondiscriminatory basis to all applicants for its services and facilities. Lessee shall furnish good, prompt, courteous, and efficient service adequate to meet all the demands for its services and facilities at the Airport. Lessee must accept at least three (3) major credit cards for the payment of services. Lessee shall maintain and operate its Concession in a first-class manner, comparable in degree and quality with like services furnished at other airports.

3.13 **Customer Complaints.** Lessee's General Manager, under this Agreement, and not as an agent of the City, must:

(A) Use reasonable efforts to remedy problems and issues raised by Airport patrons with respect to the operation of the Leased Premises;

(B) Answer in writing all written customer complaints within seventy-two (72) hours after receipt, furnishing a copy of the complaint and the response to the Director or the Director's designee within that period; and,

(C) Furnish the Director or the Director's designee, within one week after their receipt, copies of all written notices received by Lessee from any governmental City with respect to any part of the Leased Premises.

3.14 **Employees and Staffing.** Lessee shall furnish, at its cost, all personnel required for the efficient and proper operation of the Concession. Lessee's employees shall be clean, courteous, efficient, neat, professional, and attractive in appearance, and such employees shall be trained to perform any and all of the customer services contemplated under this Agreement. Lessee shall not employ any person or persons in or about the Airport who shall use improper language or act in a loud, boisterous, or otherwise improper manner.

(A) Lessee shall train its employees in customer service according to a program approved by the City's Department of Aviation. The objective of the customer

service program shall be to provide high quality service, which is responsive to public inquiries and needs and which minimizes customer complaints.

(B) Lessee must provide uniforms and nametags and employees must wear uniforms and nametags while on duty.

(C) Lessee shall provide staffing in sufficient numbers to fulfill the terms and conditions of this Agreement and to ensure the proper operation, maintenance, security, and management of the Concession.

(D) Employees shall not, for any reason, leave unattended vehicles parked curbside in front of the terminal building for any period of time.

Violations of this section shall be subject to Liquidated Damages, as outlined in Exhibit C-1, Penalties for Non-Compliance.

3.15 **Vehicle Driving.** Lessee's employees, agents, representatives, contractors, and subcontractors shall operate vehicles in a safe, courteous, and responsible manner and in full compliance with all applicable laws and Airport Rules and Regulations, as may be amended from time to time. Such individuals shall strictly observe all posted speed limits, traffic control devices, and safety signage, and shall not tailgate, drive aggressively, cut through parking areas, or otherwise operate vehicles in a manner that endangers persons or property. The Director or the Director's designee reserves the right to issue warnings, require retraining, or ban from the Airport any individuals who violate this section.

3.16 **Solicitation.** The solicitation of rental car business at the Airport shall be confined to authorized signs and displays in locations authorized by the Director or the Director's designee and to answering inquiries regarding Lessee's services and facilities, which activity shall be restricted to Lessee's Leased Premises. Lessee shall prohibit and restrain its employees and agents or other representatives from any form of verbal solicitation of the services offered by it on or about the Airport. The City shall be the sole judge on the question of whether the conduct of Lessee's representatives in the solicitation of business constitutes a violation of this Section. Insofar as the law permits, the City agrees to take such steps as it may deem necessary to prevent the solicitation of rental car business at the Airport by any person, firm, or corporation that has not been awarded a rental car concession by the City at the Airport. Violations of this section shall be subject to Liquidated Damages, as outlined in Exhibit C-1, Penalties for Non-Compliance.

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3.17 **Conduct of Activities.** Lessee shall conduct its activities and operations on and from the Leased Premises in a safe, efficient and first class professional manner consistent with the degree of care and skill exercised by other similarly situated tenants providing comparable services at similar airports. Lessee shall furnish all labor, equipment, and materials necessary to the performance of its duties hereunder.

3.18 **Advertising.** The City reserves the right to sell in-terminal advertising and allow in-terminal courtesy telephones for off-airport (non-tenant) rental car companies, at the Director's sole discretion.

3.19 **Rental Car Demand.** Lessee shall maintain a fleet of rental vehicles at the Airport sufficient to meet all reasonable public demand, including scheduled needs and walk-up rentals. Lessee must provide an adequate fleet of rental cars at the Airport to fulfill both reservations and unexpected rental demand resulting from airline delays and other fluctuations in demand.

3.20 **Vehicle Standards.** Lessee agrees that it will at no time use cars in its rental fleet that are more than two (2) years older than the current year model and/or have more than sixty thousand (60,000) miles; provided, however, that this requirement may be waived by the City when the latest model cars are not available to Lessee for reasons beyond Lessee's control. All vehicles shall be maintained by Lessee, at its expense, in good operating order, free from known mechanical defects, smoke, and other unpleasant odors, and kept clean, neat, and attractive inside and out. Lessee shall not store wrecked, inoperable or vehicles for lease that are more than two (2) years older than the current year model and/or have more than sixty thousand (60,000) miles anywhere at any time on the Leased Premises. Lessee shall make available federally approved infant and children's car safety seats, including appropriate installation hardware.

3.21 **Laws.** Lessee shall observe and comply with any and all requirements of the constituted public authorities and with all federal, state, and local statutes, ordinances, regulations, and standards applicable to the Lessee or to its use of the Leased Premises. In the event that any of said laws, ordinances, regulations, and standards shall be more or less stringent than the standards, duties and obligations imposed on Lessee hereunder, Lessee shall comply with the more stringent requirements in conducting its operations under this Agreement.

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3.22 **General Manager(s).** Lessee shall designate one (1) or more General Manager(s) who shall at all times be authorized representatives of Lessee, and provide to City, in writing, the name and telephone number(s) of the General Manager(s). Lessee shall provide ten (10) days prior written notice to City of any changes thereto.

3.23 **Management Responsibilities.**

Lessee shall be responsible for the supervision, management, and oversight of the Leased Premises. In its capacity as Lessee under this Agreement, and not as an agent of the City, Lessee must manage the Leased Premises in accordance with this Agreement and shall use reasonable efforts to remedy problems and issues raised by the Director or the Director's designee.

3.24 **Prohibited Acts.** Lessee shall not:

(A) Conduct its operations in a manner that interferes with the authorized use of Airport property by the public or the Airport; or

(B) Conduct its operations in such a way as to hinder police, fire fighting or other emergency personnel in the discharge of their duties or so as to constitute a hazardous condition that would increase the risks normally attendant upon the operations permitted under this Agreement.

3.25 **Meetings.** In connection with the implementation of this Agreement, Lessee's General Manager must meet with the Director or the Director's designee as requested to discuss matters relating to this Agreement. In addition, Lessee, as reasonably available, must attend other meetings with the City, airlines, users of the Airport or any other entities as requested by the Director or the Director's designee.

3.26 **Notification of Ownership Changes.** Lessee shall notify the City of any and all changes in Ownership or transfer of controlling interest. The merger of Lessee with any other entity or the transfer of any controlling ownership interest in the Lessee, or the assignment or transfer of a substantial portion of the assets of the Lessee whether or not located on the Leased Premises, shall constitute a transfer. Without limiting the generality of the foregoing, if Lessee is a partnership, a withdrawal or change, voluntary, involuntary or by operation of law of the partner or partners owning twenty-five percent (25%) or more of the partnership, or the dissolution of the partnership, or the sale or transfer of at least twenty-five percent (25%) of the value of the assets of Lessee, shall be deemed a transfer. If Lessee is a corporation or limited liability company, any dissolution, merger, or other

reorganization of the Lessee, or sale or other transfer of a controlling percentage of the capital stock or membership interests of Lessee, or the sale or transfer of at least twenty-five percent (25%) of the value of the assets of Lessee, shall be deemed a transfer. The phrase "controlling percentage" means the ownership of, and the right to vote, stock or interests possessing at least twenty-five percent (25%) of the total combined voting power of all classes of the Lessee's capital stock or interests issued, outstanding and entitled to vote for the election of directors. Without limiting the restrictions on asset transfers, this paragraph shall not apply to stock or limited liability company interest transfers of corporations or limited liability companies the stock or interests of which is traded through an exchange or over the counter.

3.27 **Notification of Bankruptcy.** In the event the Lessee enters into proceedings relating to bankruptcy, whether voluntary or involuntary, the Lessee agrees to furnish, by certified mail or electronic commerce method authorized by the Agreement, written notification of the bankruptcy to the Director. This notification shall be furnished within five (5) days of the initiation of the proceedings relating to bankruptcy filing. This notification shall include the date on which the bankruptcy petition was filed, the identity of the court in which the bankruptcy petition was filed, and a listing of City contract numbers for all City Agreements against which final payment has not been made. This obligation remains in effect until final payment under this Agreement has been made.

## ARTICLE IV – CONCESSION FEE AND OTHER RATES AND CHARGES

4.1 **Facility Rent and Other Charges.** During the Term, Lessee shall pay for and in consideration of the privileges granted herein, when due, the Facility Rent and other charges, together with all applicable sales taxes thereon, to the City for use of the Leased Premises at the rates in effect pursuant to this Agreement, as shown in Exhibit D-1, Lease Summary, such rates shall be adjusted, as applicable, in accordance with Article 4.9, 4.11 and 4.12 upon the Commencement Date of this Agreement.

4.2 **Concession Fee.** In addition to rent and other fees payable in accordance with this Agreement, Lessee shall pay the City, for the concession rights and privileges granted herein, an amount for each Agreement Year (Agreement Years 1 through 20) equal to the greater of the following:

(A) **Minimum Annual Guarantee.** The Minimum Annual Guarantee, as defined

herein, for each Agreement Year; or

(B) **Percentage Fee.** The Percentage Fee equal to ten percent (10%) of Lessee's Gross Receipts for each Agreement Year, as defined herein.

4.3 **Gross Receipts.** As used herein, the term "Gross Receipts" shall mean the entire amount of all revenues, net of any discounts, coupons or credits at the time the rental Agreement is closed, received or billed and services performed or derived by the Lessee or any of its affiliates or subsidiaries for or in connection with the use of a vehicle and any additional services or accessories contracted for, delivered, or rented to, or picked up by the customer at the Airport; as shown on the rental Agreement, regardless of where, how (cash, credit, or barter) or by whom the payment is made or where the vehicle is returned, regardless of actual collection. Unless revenues from the Concession are expressly and particularly excluded from Gross Receipts under this Agreement, such revenues shall be included in Gross Receipts. Revenues derived from sources similar to but not identical to those described herein shall be included in Gross Receipts unless expressly excluded by this Agreement.

All amounts paid or payable on any vehicle exchanged elsewhere when such vehicle was originally contracted for, delivered, supplied, or rented at the Airport shall also be included as Gross Receipts. In no event shall the Lessee's Gross Receipts from any rental be negative in any revenue category for purposes of this Agreement. Amounts collected from customers for vehicles that originate at another airport that receives credit for the rental revenue will not be included in the Airport's Gross Receipts.

Lessee shall have the right to conduct all or a part of its business on a credit basis; provided, however, that the risk of such operation shall be borne by Lessee, and Lessee shall include as Gross Receipts any charge Lessee customarily makes for goods and services even though Lessee fails to actually collect such a charge. It is understood and agreed that all losses, or chargebacks are to be borne solely by Lessee, and the City shall be paid the Concession Fee described herein on such Gross Receipts without charge or reduction for costs of losses.

(A) **Gross Receipts.** Gross Receipts shall include, but are not limited to, time and mileage charges; drop charges, inter-city fees, and any other delivery charges;

liability damage waiver, collision damage waiver, personal accident insurance, and any other insurance product; cellular phone fees and services, child restraint equipment charges, GPS services, and any other equipment charges; additional, underage, overage, and any other driver fees; fueling, refueling and any other fueling-related fees; surcharges; Concession Recovery Fee; and all other transactions and charges of whatever nature or business services performed for the customer rising from or incidental to the Concession under this Agreement unless expressly excluded by this Agreement. Receipts for the daily two-dollar ($2.00) Florida Surcharge are excluded from Gross Receipts.

(B) Except insofar as a tax is separately stated as a tax and collected from the Lessee's customers, and only insofar as the tax represents the amount actually levied by and paid to the taxing City, as provided herein, there must be no deductions made to Gross Receipts for the payment of franchise taxes, surcharges, sales and excise taxes, or taxes levied on Concession activities, facilities, equipment, or real or personal property of Lessee.

(C) **Amounts Excluded and Restrictions on Exclusions.** The term Gross Receipts shall not include:

1. The amounts of Florida State Sales Taxes separately stated on the rental Agreement, collected from customers of Lessee, and which are payable directly to the taxing City by the Lessee. No exclusion shall be allowed for taxes or surcharges levied on Lessee's activities, facilities, equipment, or real or personal property, payroll taxes, income taxes, taxes on frequent flyer miles paid directly to the airline, license, title, or tag fees, or other charges which recoup operating costs.
2. Sums recovered by Lessee from insurance or otherwise for personal accidents, for damage to rental cars or for loss, conversion, or abandonment of such vehicles.
3. Any sums received by reason of Lessee's disposal of capital assets and/or trade fixtures.
4. Lessee's cost(s) for customer parking tickets (not employees), tolls, towing, impound fees, traffic and red-light tickets, and carbon offset contributions, and the administration thereof.

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5. Customer satisfaction program adjustments applicable to revenues included in Gross Receipts which are subsequently refunded by Lessee and recorded and reported in a separately documented account from non-excludable adjustments. Lessee forfeits exclusion of all customer satisfaction program adjustments in the event otherwise allowable adjustments are commingled with any non-excludable amounts.

6. Receipts collected by Lessee and remitted to the Airport and maintained in the CFC Fund to fund the financing, design, relocation, and construction of new rental car facilities, in accordance with the Exhibit A-1, CFC Resolution.

*Non-excludable adjustments are those which affect amounts already excludable from Gross Receipts since that would result in a duplicate deduction from Gross Receipts.*

(D) **Diversion of Gross Receipts:** Lessee shall not intentionally divert, through direct or indirect means, any of the Lessee's rental car or related businesses with Airport's customers to off-Airport locations of Lessee or affiliates of Lessee without including the Gross Receipts of such transactions as defined herein, in Lessee's reported Gross Receipts. Any such intentional diversion of Gross Receipts shall constitute a breach of contract, and the City shall have the right to immediately terminate this Agreement upon determination by the City or its auditors that an intentional diversion exists or has occurred.

(E) **Misrepresentation:** Lessee shall not modify its accounting treatment or rename or redefine services or products, which under the terms of this Agreement would be subject to the Concession Fee. Except as provided herein, all other fees or charges collected from the customer shall be considered Gross Receipts and shall not be withheld from the percentage calculation.

4.4 **Minimum Annual Guarantee (MAG).** Lessee's initial Agreement Year MAG shall be effective as of the Commencement Date of this Agreement, pursuant to Lessee's proposal submitted in response to the RFP, for the first twelve (12) months of the Agreement. Each Agreement Year thereafter, the MAG shall be annually adjusted Forty-five (45) Days following the end of each Agreement Year and shall be adjusted to equal the greater of the following: (i) eighty-five (85%) of the audited Gross Receipts due to the City by Lessee for the preceding Agreement Year; or (ii) the previous Agreement Year's MAG.

4.5 **Land Lease Rate.** Lessee shall pay an annual Land Lease Rate (improved and/or unimproved) for the underlying land located in its Exclusive-Use Areas in the QTA Facility area, as exists and as shall be amended in the future in accordance with Exhibit D-1, Lease Summary. Said rate shall be adjusted in accordance with Article 4.9 and 4.11.

4.6 **Ready Return Spaces.** Lessee, for and in consideration of the privileges granted herein, shall pay to the City an initial rate per space per month for its allocated Ready Return Spaces, allocated in accordance with the RFP, including any Premium Ready Return Spaces and Over-Sized Vehicle parking spaces, as applicable, and as more fully set forth in Exhibit D-1, Lease Summary. Said rates shall be adjusted in accordance with Article 4.9 and 4.11.

4.7 **Pass-Through of Concession Recovery Fee.** The Lessee acknowledges that the payments by Lessee to the City under this Agreement are for Lessee's use of the facilities and access to the Airport market, and that none of those payments reflects a fee that is imposed by the City upon customers renting vehicles from Lessee. The Lessee shall be allowed, but is not required, to pass-through a Concession Recovery Fee to the customer that shall be separately stated on the rental Agreement as a Concession Recovery Fee and shall not exceed eleven and eleven one-hundredths percent (11.11%) of Gross Receipts collected by Lessee. Said Concession Recovery Fee shall be included in Gross Receipts, and the Lessee must meet all the conditions identified herein:

(A) Such fee is titled "Concession Recovery Fee";

(B) Lessee complies with all applicable laws including Federal Trade Commission requirements; and

(C) Lessee shall not identify, treat, or refer to the Concession Recovery Fee as a tax or levy, nor state or imply that the City is requiring the pass-through or collection of such Concession Recovery Fee.

4.8 **Customer Facility Charges ("CFC").** Lessee shall collect, hold in trust and remit to the City a CFC per rental car transaction per Transaction Day, in accordance with Exhibit A-1, CFC Resolution, No. 15-R-18 (hereinafter, the "Resolution"), as currently exists or as may be amended in the future. Lessee shall hold only a possessory interest, not an equitable interest, in the CFC funds held in trust for the City. CFCs shall be collected from all customers regardless of other discounts or exemptions, and regardless of whether the customer was an airline passenger to and from the Airport, and regardless of whether the

rental reservation or contract was made by phone, internet, in person, or in any other manner or from any other location. The CFCs shall be remitted by the last day of the month following the month the CFCs were collected. The CFC receipts must be accompanied by Exhibit D-2, CFC Monthly Statement of Transactions and Transaction Days. In the event Lessee fails to timely furnish to the City any Monthly Gross Receipts Report required hereunder, the City will have the right (but not the obligation), with seven (7) days' written notice, to conduct an audit of Lessee's books and records, which books and records will be prepared and maintained in accordance with generally acceptable accounting principles, and will include all of the information required hereof, and to prepare such Monthly Gross Receipts Report at Lessee's expense. CFCs may be utilized by the City for any project correlating to rental car operations or enabling projects impacting rental car operations at the Airport. CFC funds may also support capital projects that benefit the RACs, such as improving traffic flow, parking, transportation services, and service roads supporting access to any rental car facilities.

CFC revenues must first be applied to the City's Primary Expenses, including debt service associated with the financing, planning, design, and construction of the New QTA Facilities. After all Primary Expenses have been satisfied, CFC revenues may be used to fund Secondary Expenses in accordance with the Resolution. Secondary Expenses shall include costs related to the QTA Fueling Operator, the third-party facility operator responsible for operating, maintaining, and repairing the fueling system and related infrastructure within the Common-Use Areas of the New QTA Facility. Additionally, Secondary Expenses shall include administrative costs directly attributable to the Airport's management and administration of the CFC program related to the operation and maintenance (O&M) of the New QTA Facility, including staff time, accounting, legal services, compliance, reporting, oversight activities, and other rental car-related capital projects and programs, as determined by the Director. (Other language may be included, as may be required by the City's financial institution). In the event that CFC revenues collected in any Contract Year are insufficient, after payment of Primary Expenses, to fully fund O&M costs and related Secondary Expenses, the City may (i) adjust the CFC rate in accordance with the Resolution, and (ii) be reimbursed from future CFC revenues for any unrecovered O&M costs or other out-of-pocket expenditures advanced by the City.

Further, the City will establish a secondary Debt Service Reserve Fund to address any potential shortfalls in its debt service coverage for the loan financing the New QTA Facility.

4.9 **Other Rentals and Fees.** Nothing contained herein shall preclude the City from establishing other reasonable and non-discriminatory fees and charges applicable to Lessee, chargeable to all users of the Airport. Lessee expressly agrees to collect such fees and charges as if they were specifically included in this Agreement. If Lessee uses any other Airport premises or provides services not expressly defined herein, Lessee shall pay any and all rentals and fees charged by the City for such premises or services offered, as outlined in the Airport's Schedule of Rates and Charges, which is incorporated herein by reference, as currently exists, or as may be amended in the future. Without limitation, such obligations shall expressly include any Security Charges that may hereafter be established by the City and incorporated into the Airport's Schedule of Rates and Charges, provided, however, that any such Security Charges shall be commercially reasonable, consistent with industry standards, and nondiscriminatory. Payment of such rentals and fees shall be due within ten (10) days after receipt of an invoice from the City.

4.10 **Pro Rata Rent.** In the event that the commencement or termination of this Agreement with respect to any of the Leased Premises, facilities, rights, licenses, services or privileges as herein provided, falls on any date other than the first day or last day of any calendar month, then the applicable rentals, fees and charges for said month shall be paid on a pro rata basis according to the number of days in said month during which the Leased Premises, facilities, rights, licenses, services or privileges were provided.

4.11 **Rate Adjustments.** The Land Lease Rate, Fuel Flowage Fee, Ready Return Spaces and any other rentals and fees charged by the City for use of the Leased Premises shall be adjusted annually based upon the percentage change to the Consumer Price Index for All Urban Consumers (CPI-U): U.S. City Average, All items (unadjusted). The index number to be used shall be the latest figure published closest to the anniversary date of each adjustment. The base index shall be the CPI-U published for the month and year of the Commencement Date of this Agreement and shall not exceed a three percent (3%) increase for any given adjustment year.

4.12 **Phased Ramp-Up of Fair Market Value Building Rent – New QTA Facility.** Notwithstanding any provision to the contrary, and in consideration of concerns raised by

the RACs, the Airport shall apply a phased ramp-up schedule for the appraised fair market value ("FMV") building rent applicable to the New QTA Facility. This structure is intended to provide a transitional period during which the RACs may progressively adjust to the full FMV rent while maintaining compliance with Federal Aviation Administration (FAA) requirements that airport rates and charges reasonably approximate fair market value. Following issuance of the Certificate of Occupancy for the New QTA Facility, the building rent shall be initially established at a discounted percentage of FMV and shall increase incrementally over a five (5) year period, reaching one hundred percent (100%) of the appraised FMV established in Exhibit H-1: Market Ground Rent & Building Rent Analysis, beginning in the sixth (6th) year of occupancy and continuing for the remainder of the term, as set forth below:

| Occupancy Period | FMV Percentage | Rate |
|---|---|---|
| Certificate of Occupancy through Year 1 | 50% of FMV | $17.50 |
| Year 2 | 60% of FMV | $21.00 |
| Year 3 | 70% of FMV | $24.50 |
| Year 4 | 80% of FMV | $28.00 |
| Year 5 | 90% of FMV | $31.50 |
| Year 6 through Agreement expiration, as adjusted herein | 100% of FMV | $35.00 |

*Note: All rent amounts shall be subject to annual adjustment based on the Consumer Price Index (CPI), in accordance with Article 4.11 Agreement.*

4.13 **MAG Reduction.** In any Agreement Year in which total Airport deplanements decrease by twenty percent (20%) or more compared to the immediately preceding Agreement Year, the Lessee's Minimum Annual Guarantee ("MAG") for such Agreement Year may be reduced, in the Director's sole discretion, by a percentage proportionate to the decrease in deplanements. Any such reduction shall be applied as part of the year-end reconciliation process. If, during any Agreement Year, the City reasonably determines that a MAG reduction is warranted based on actual or projected deplanement levels, the City may, in its sole discretion, temporarily waive Lessee's obligation to remit monthly MAG installment payments (equal to one-twelfth (1/12) of the annual MAG) for such period as the City deems appropriate. Notwithstanding any such waiver, Lessee shall

continue to calculate and remit all Percentage Fees when due in accordance with this Agreement.

4.14 **Delinquent Payments.** Without waiving any other right or action available to the City in the event of default in any payment amounts due hereunder, if Lessee is delinquent in payment to City for a period of thirty (30) days or more then Lessee shall pay to the City interest thereon at the rate of one and one-half percent (1½%) per month from the date such payment was due until full payment plus interest is paid. In addition to payment of interest for any delinquency, an administrative fee of Five Hundred Dollars and Zero cents ($500.00) shall also be paid to the City for additional accounting and recording expenses occasioned by such delinquent payment(s).

4.15 **Monthly Statement and Payment of Fees and Charges to the City.** With the exception of the building lease, ground lease rates and fuel flowage fee for the New QTA Facility, all amounts due from Lessee hereunder shall be effective upon the Commencement Date and shall be paid without set off, unless specifically agreed to herein, in lawful money of the United States of America, as follows:

(A) **Facility Rent and Other Charges**. All fees and charges for the rental of the Leased Premises, including terminal counters and office space, Ready Return Spaces, the Existing QTA Facility and associated Land Lease are due in advance and without demand, no later than the first (1st) calendar day of each calendar month, during the Term of this Contract. If the first (1st) calendar day of the month is a Saturday, Sunday or Airport holiday, these fees shall be due on the next business day. The lease rates for the Existing QTA Facility shall be in effect until the City receives the Certificate of Occupancy for the New QTA Facility, at which point the rates for the New QTA Facility shall become effective and shall remain in effect throughout the remaining term of the Agreement, as adjusted in accordance with Article 4.11.

(B) **Concession Fee.** On or before the twentieth (20th) calendar day of each calendar month during the Term of this Contract, Lessee shall submit two (2) copies of a detailed Statement of Gross Receipts in an electronic format acceptable to the City. Lessee shall pay to City the Concession Fee, without demand or invoice therefore, that is the greater of the Percentage Fee due or the 1/12th Minimum Annual Guarantee for the month. If the twentieth (20th) calendar day of the

month is a Saturday, Sunday or Airport holiday, the Concession Fees shall be due on the next business day. At a minimum, the Statement of Gross Receipts shall identify the following by separate category:

1. **Gross Revenue** for the preceding calendar month and the contract year-to-date itemized to identify revenues earned in each category specified in the Gross Receipts definition;
2. **Exclusions** for the preceding calendar month and the contract year-to-date itemized to identify deductions from Gross Revenue in each category specified in the Gross Receipts definition;
3. **Calculation of the "Gross Receipts Subject To Concession Fees"** [item 1 less item 2 above];
4. **Concession Fee** as the greater of (i) ten percent (10%) of Gross Receipts or (ii) Minimum Annual Guarantee [1/12th of annual amount for period] for the preceding calendar month and the Contract year-to-date; and
5. **Certified by:** Statement to be signed and dated by an Authorized Official of Lessee. "Authorized Official" means a person authorized to sign the statement, having knowledge that the information presented is true and correct.

(C) Lessee shall pay the City, in addition to all other financial requirements of this Contract, fifty dollars ($50.00) for the first calendar day and one hundred dollars ($100.00) for every additional calendar day for each report Lessee is late in submitting all the monthly information required under this Agreement. Said charge will continue until specific performance is accomplished and shall not be offset against other amounts due the City as detailed in this Agreement.

(D) Lessee shall collect and remit to the City a CFC per rental car transaction per Transaction Day, in accordance with Exhibit A-1, CFC Resolution, as currently exists or as may be amended in the future. The CFCs shall be remitted in arrears by the last day of the month following the month the CFCs were collected. The CFC receipts must be accompanied by Exhibit D-2, Monthly Statement of Transactions and Transaction Days. Pursuant to Exhibit A-1, CFC Resolution, the Director will determine the CFC amount to be collected by Lessee, sufficient to cover the Airport's debt service for the financing and construction of the New

QTA Facility, and any other costs authorized under the Exhibit A-1, CFC Resolution.

4.16 **New QTA Facility.** All amounts due from Lessee for occupancy of the New QTA Facility shall commence upon Lessee's beneficial occupancy of the New QTA Facility, but in no event later than one hundred twenty (120) days after Lessee's receipt of the Director or the Director's designee's final approval of its QTA Facility Space Plans and Specifications. All such amounts shall be paid, without offset unless expressly provided herein, in lawful money of the United States of America, as follows:

(A) **New QTA Facility Rent**. All fees and charges for the rental of the Leased Premises, including the New QTA Facility and associated Land Lease are due in advance and without demand, no later than the first (1st) calendar day of each calendar month, during the Term of this Contract. If the first (1st) calendar day of the month is a Saturday, Sunday or Airport holiday, these fees shall be due on the next business day. The lease rates for the Existing QTA Facility shall be in effect until the City receives the Certificate of Occupancy for the New QTA Facility, at which point the rates for the New QTA Facility shall become effective and shall remain in effect throughout the remaining term of the Agreement, as adjusted in accordance with Article 4.11.

(B) **Fuel Flowage Fee.** Lessee, for and in consideration of the grant of use in common with other Lessees within the Common-Use Areas identified in Exhibit B-4, New QTA Facility Site Plan, shall pay in arrears to the City a Fuel Flowage Fee on all fuel dispensed by Lessee's employees, as shown in Exhibit D-1, Lease Summary. Fuel dispensed by Lessee's employees shall be for the purpose of fueling Lessee's rental car vehicles from the Airport-owned vehicle fueling system to be constructed by the City within the New QTA Facility (hereinafter, "Vehicle Fueling System"). Lessee and its employees are strictly prohibited from dispensing fuel for any other purpose from the Vehicle Fueling System. The Fuel Flowage Fee shall be effective immediately upon Lessee's use of the Vehicle Fueling System, as adjusted in accordance with Article 4.11. The Airport will track the fuel dispensed for the purpose of billing each of the RACs operating within the New QTA Facility for the Fuel Flowage Fee on a monthly basis and for audit purposes. Within ten (10) days after the close of each calendar month,

the Airport will issue an invoice to Lessee for the applicable fuel flowage fees. Payment shall be due within fifteen (15) days of the invoice date. Any amounts not paid when due shall accrue interest at the rate permitted by law.

4.17 **Place of Payment.** Payments shall be made payable to the "City of Tallahassee" and forwarded to:

Tallahassee International Airport
ATTN: Finance and Administration Division
3300 Capital Circle S.W., Suite 1
Tallahassee, FL 32310
AviationFinanceAdmin@talgov.com

4.18 **Business Expenses.** Lessee agrees to pay, when due, all licenses, fees, assessments, leasehold, and other applicable taxes, assessed or levied by any governmental authority in order to carry on Lessee's business at the Leased Premises including but not limited to ad valorem, real estate, state, and local taxes that may be incurred for the use of the leased premises. Lessee further agrees to acquire and keep current all licenses, municipal, state, or federal, required as the result of Lessee's operations at the Airport pursuant to this Agreement, and shall not allow any taxes, excises, or fees to become delinquent. Lessee shall pay promptly when due all bills, debts and obligations incurred in connection with its operations or activities on the Leased Premises and shall not permit them to become delinquent.

4.19 **Accounting Procedures and Reporting.** Lessee shall at no cost to the City install and maintain a system which will generate true and accurate daily, monthly, and annual electronic reports and records and produce reports on demand in accordance with generally accepted accounting principles and that such records and reports are exclusively for the Concession. Such reports shall be open to inspection by the City or its authorized representatives during normal business hours. All reports required hereunder shall be in a format acceptable to the City. The City reserves the right to modify any and all reporting requirements hereunder. The reports maintained should include information that would permit City to perform general and detailed analysis of all revenues/receipts and fees due.

4.20 **Rental Car Operators.** Rental Car Operators shall be defined as follows:

(A) An **On-Airport Rental Car Operator** is a Rental Car Company that operates pursuant to an On-Airport Rental Car Concession and Lease Agreement with the

City and is required to lease and fully utilize all Airport facilities designated for its use. These facilities include, without limitation, terminal counter/office space, ready/return parking areas, vehicle storage areas, and designated areas within the Existing and New QTA Facilities, as assigned.

(B) An **Off-Airport Rental Car Operator** is a Rental Car Company that conducts all rental car transactions, customer service, and vehicle pickup and return at location(s) off Airport property and does not lease or operate any Airport facilities. Such operators may access Airport property solely to transport customers between their off-Airport location(s) and the Airport Terminal, subject to a Non-Tenant Rental Car Business Permit Agreement or other authorization issued by the City.

The City reserves the right, at its sole discretion, to enter into agreements with or issue permits to Off-Airport Rental Car Operators. Off-Airport Rental Car Operators shall be subject to the concession fees and other charges established in the Airport's Schedule of Rates and Charges, as amended from time to time. The current concession fee for Off-Airport Rental Car Operators is twelve and one-half percent (12.5%) of Gross Revenues derived from Airport-related rental car transactions

## ARTICLE V - RECORDS OF LESSEE

5.1 **Books and Records.** Lessee shall keep and maintain copies of all invoices, cash receipts, financial records, supporting records, supporting documents, statistical records, and all other documents related to this Agreement (collectively, "books and records"). All books and aforesaid records shall be available for inspection by authorized representatives of the City, the FAA, and the Comptroller General of the United States or any of their duly authorized representatives, including access to any books, documents, papers, and records of the Lessee which are directly pertinent to this Agreement for the purpose of making audit, examination, excerpts, and transcriptions.

5.2 **Retention Period.** Lessee's books and records shall be kept and maintained during the "Retention Period" (as hereinafter defined). The "Retention Period" is defined as the longer of: (a) the required retention period of the Florida Public Records Act (Chapter 119, Fla. Stat.), if applicable; or (b) the period of time covering the Term and the later of three (3) years after the end of the Term or, if any audit has been initiated, resolution of

the audit findings. If the Florida Public Records Act is determined by City to be applicable to Lessee's records, Lessee shall comply with all requirements thereof; however, no confidentiality or non-disclosure requirement of either federal or state law shall be violated by Lessee. Lessee shall make all books and records required to be maintained under this Agreement available to the Aviation Department at the Airport or at the corporate headquarters of Lessee, as may be directed by the Aviation Department.

5.3 **City's Right to Audit.** Notwithstanding the City's annual audit requirement hereunder, the City auditors or designees, which shall include the City's Department of Aviation, the Internal Auditor, an External Auditing Firm of the City's choice, or appropriate Federal and State auditing personnel, shall be permitted to audit, examine, review and copy all books of account and records customarily used in this type of business operation, in conformity with generally accepted accounting principles; and shall include but not be limited to Revenue, Exclusions, Gross Receipts, Fuel Flowage, CFCs and Payments and all federal and state tax returns relating to Lessee's operations at Airport hereunder and including franchisee/licensee records and audits of all business transactions and records of sale at any business locations of Lessee within three miles of the Airport; without limitation as to time or frequency, during the Term of this Agreement and within three (3) years after the date of termination of this Agreement. Upon request, Lessee shall provide information from its accounting system in electronic format to the City for purposes of examining Lessee's books of account and records, as described herein. Any such examination shall be allowed at the time specified in a written request for same and shall be conducted during standard business hours (i.e., 9AM – 5PM EST). Failure to allow such reasonable examination shall constitute a material breach of this Agreement and shall be considered a default by Lessee resulting in the termination of the operating privileges of this Agreement. The cost of such audits by the City shall be borne by the City unless the results of such audits reveal an underage of more than two percent (2%) between the Gross Receipts, Fuel Flowage, and/or CFCs reported in accordance with this paragraph and the Gross Receipts as determined by the Audit for any period. In case of such discrepancy, Lessee agrees to pay all reasonable expenses of said audit regardless of the location of the audit. An audit report will be issued by the City or its representative and forwarded to Lessee by certified mail. Lessee shall have sixty (60) days from receipt of the audit report to comment in writing on the audit report. Failure of Lessee to submit

such written comments shall constitute acceptance of the audit report as issued.

5.4 **Annual Audit Report.** At its sole cost and expense, Lessee shall provide to the Finance Division of the Aviation Department an Annual Audit Report of all Gross Receipts, Fuel Flowage and Customer Facility Charges from its operations at the Airport and from the operations of related or affiliated companies involved in providing services covered by this Agreement. The Annual Audit report shall be prepared by an independent certified public accountant in accordance with generally accepted auditing standards. The Annual Audit Report shall be submitted to the Aviation Department within ninety (90) Days after the end of each Agreement Year and shall include, but not be limited to, the following:

(A) Schedule of all revenues broken down by category and by month, and a schedule of the payments to City for such Agreement Year.

(B) Schedule of all rental car transactions, the Contract Days for each rental car transaction, and all Customer Facility Charges, and any sales taxes collected for the Agreement Year broken down by category and by month.

(C) Schedule of the MAG and Percentage Fee payments to the Aviation Department for the Agreement Year.

(D) A calculation to determine that the total annual Concession Fee has been paid in accordance with this Agreement.

(E) The preparing accountant's opinion on the schedule of all revenues by calendar month, the schedule of payments to the Aviation Department, and the calculation of the Concession Fee and Customer Facility Charges.

(F) The report must include an opinion (or disclaimer of opinion) as to whether the schedule of Gross Receipts and fees by month for the Lessee's operations under this Agreement; itemized by the categories consistent with those illustrated in Exhibit D-1 of this Agreement is presented fairly in all material respects.

(G) There shall be no limitation on the scope of the examination that would preclude the auditor from expressing an unqualified opinion as to the correctness and completeness of the reported revenue, exclusions, and gross receipts. The examination shall include a schedule of Gross Receipts and Concession Fees for each month during Agreement Year of Lessee's operations under this Agreement, prepared in accordance with the comprehensive basis of accounting as defined under terms of the Agreement and reported in format acceptable to the

City. The auditor shall consider in determining scope, the appropriateness of classification of vehicle rental receipts for rental agreements being written at remote Airport or Lessee locations that fall within the definition of Gross Receipts herein. The examination shall be conducted in accordance with generally accepted auditing standards and shall comprehend compliance procedures to determine whether accounting records are being maintained in accordance with the Agreement. Any change in scope from that described above shall be included in the report.

(H) Delivery of an audit report finding containing a qualified opinion, or an adverse opinion, or a disclaimer of opinion as defined in the 'Statement of Auditing Standards', or as same may from time to time be amended or superseded, issued by the Auditing Standards Board of the American Institute of Certified Public Accountants, or any successor board or agency thereto, shall be deemed a material breach of this Contract.

(I) Following receipt of the Lessee's Annual Audit Report as required herein, City shall prepare and submit to Lessee a statement showing Gross Receipts for the applicable period; if the sums paid by Lessee during the said period exceed the Minimum Annual Guarantee or ten percent (10%) of the Gross Receipts, whichever is greater, City will apply a credit indicating that said overpayment shall be credited to the concession fees next thereafter due from Lessee. In the final contract year, any overpayment shall be refunded to the Lessee. If Lessee has underpaid the Minimum Annual Guarantee or ten percent (10%) of the Gross Receipts, whichever is greater, City will notify Lessee of sums due. Said amounts due shall be payable in twenty (20) calendar days after the date of such notice. City reserves the right to charge Lessee interest on any underpaid fees from the date such fees first became due to the date payment is received by the City at a rate of eighteen percent (18%) per annum.

(J) City shall also prepare and submit to Lessee a statement showing Fuel Flowage for the applicable period; if the sums paid by Lessee during the said period exceed the amounts due, City will apply a credit indicating that said overpayment shall be credited to the concession fees next thereafter due from Lessee. In the final contract year, any overpayment shall be refunded to the Lessee. If Lessee

has underpaid the Fuel Flowage Fee, City will notify Lessee of sums due. Said amounts due shall be payable in twenty (20) calendar days after the date of such notice. City reserves the right to charge Lessee interest on any underpaid fees from the date such fees first became due to the date payment is received by the City at a rate of eighteen percent (18%) per annum.

(K) Lessee shall pay the City, in addition to all other financial requirements of this Contract, fifty dollars ($50.00) for the first calendar day and one hundred dollars ($100.00) for every additional calendar day for each report Lessee is late in submitting its Annual Audit Report required under this Agreement. Said charge will continue until specific performance is accomplished and shall not be offset against other amounts due the City as detailed in this Agreement.

5.5 **Attorneys' Fees.** Lessee agrees that it must pay and discharge all reasonable costs and expenses, including reasonable attorneys' fees, incurred, or expended by City in the collection of delinquent amounts due.

## ARTICLE VI – SECURITY DEPOSIT

6.1 Requirements include –

(A) In order to guarantee the timely payment of all fees due hereunder, Lessee must remit to the City within ten (10) business days prior to the execution of this Agreement, a Security Deposit equal to one-fourth (1/4) of the Lessee's proposed Agreement Year 1 Minimum Annual Guarantee Fee, pursuant to this Agreement ("Security Deposit"). Such deposit must be in the form of (i) a payment bond or an irrevocable direct pay letter of credit expiring no earlier than the expiration date of this Contract, from an insurer or bank reasonably acceptable to the City, (ii) cash or (iii) such other form of security as the City may deem reasonably acceptable.

(B) The City shall have the right to use the Security Deposit and any interest thereon or any part thereof in whole or partial satisfaction of any of its claims or demands against Lessee. At any time that any of Lessee's annual Concession Fees, rents, or any other amounts due hereunder are more than thirty (30) days past due, the City, upon written notice to Lessee, will be entitled to apply all or any portion of the Security Deposit to the payment of such unpaid amounts including any

reasonable costs the City incurs in collecting the amounts it is owed. In any such event, Lessee must again meet the security deposit requirements set forth above within seven (7) business days from its receipt of such written notice; provided that if Lessee does not meet the security deposit requirements in a timely manner, the City will be entitled to offset the security deposit against the next ensuing payments by the Lessee of annual Concession Fees, rents or other fees and charges until such applicable portion of the security deposit is complete.

## ARTICLE VII – REQUIRED FEDERAL PROVISIONS

7.1 **Required Federal Provisions.** Lessee shall comply with the requirements set forth in Exhibit E-1, FAA Required Federal Contract Provisions, which is attached hereto and incorporated herein by reference, as currently exists or as may be amended in the future. Lessee shall require all subcontractors or third parties performing services or operations at or for the Airport to adhere to the requirements of Exhibit E-1 and include the provisions of Exhibit E-1 in all such agreements therefor. The City may revise the provisions of Exhibit E-1 as required by the FAA from time to time upon written notice to the Lessee, and upon such notice, the revised provisions shall replace and/or amend Exhibit E-1 and become a part of this Agreement without further notice or action by the Parties.

## ARTICLE VIII – CONSTRUCTION OF NEW QTA FACILITY

8.1 **Construction by City.** City at its sole expense, shall fund, design, permit, construct, or cause to be constructed, and maintain the New QTA Facility, as set forth herein, for the purpose of leasing such facility to Lessee as shown in Exhibit B-4: New QTA Facility Site Plan, and Exhibit F-1, Special Purpose Survey. The City shall provide the building shell and core only and shall ensure that individual spaces are separately metered. The Director and/or designee will coordinate with the RACs awarded space in the New QTA Facility to help ensure that the facility's design and available infrastructure can accommodate their operational needs. Standard construction and equipment related warranties will be enforced by the Airport (generally not to exceed Agreement Years 1-2). Lessee shall be responsible for all finishes, furnishings, fixtures, equipment, trade fixtures, signage and other installations to be added to the Leased Premises and maintained by Lessee. All improvements shall be subject to the prior review and non-

objection of the FAA and shall be subject to the approval of the Florida Department of Transportation ("FDOT") prior to construction commencement. With the exception of Lessee's furnishings, fixtures, equipment, trade fixtures and other installations, the City shall bear and be solely responsible for all costs arising out of the construction of the New QTA Facility, which shall be reimbursed to the City using CFC Funds, including, but not limited to, the following:

(A) Land use approvals, development fees, concurrency fees, and permit fees for the design and construction of the New QTA Facility and associated infrastructure,

(B) Demolition of any existing structures above and below ground within the Leased Premises,

(C) Financing, construction bonding and insurance, building permits, impact and concurrency fees, extension, and installation of required utilities to the site and/or hook-ups or other infrastructure, as may be required to make the Leased Premises suitable for its intended use as outlined herein and as may be modified hereby,

(D) Construction audits,

(E) Consultants, accountants, financing charges, legal fees, furnishings, equipment, and other personal property of the Lessee, and

(F) Any and all direct or indirect costs associated with the approvals, surveying, architectural design, engineering, environmental compliance, construction, and financing of the New QTA Facility, and its subsequent use.

Lessee shall bear no upfront expense for the construction of the New QTA Facility Improvements and shall lease the completed facilities, as provided for herein.

8.2 **Permits, Licenses and Approvals.** City shall acquire any required licenses, permits, construction contracts, bonds, insurance, testing and other documents and approvals required for construction of the New QTA Facility Improvements on the New QTA Facility Leased Premises from City, state, and federal agencies to commence construction thereof.

8.3 **Title.** The City shall retain title to all Leased Premises, whether presently owned or constructed in the future. Upon completion of the CFC-funded New QTA Facility, title to all leasehold improvements, alterations, mechanical and electrical installations, connections, capital improvements, and additions made by the City shall immediately

vest in the City, or in the City's lending institution if required. The Lessee may install and remove personal property, including furniture, equipment, trade dress/branding elements, supplies, and other items, provided such property does not constitute fixtures or leasehold improvements to the real property.

8.4 **Build-Out of Space Improvements By Lessee.** The Lessee, at its sole cost and expense, shall be responsible for designing, installing, and maintaining all necessary improvements within the interior areas of the New QTA Facility and within its terminal counter space(s), office space(s), and Ready Return Spaces, unless otherwise agreed to in writing by the Director. Such improvements shall encompass all finishes, furnishings, fixtures, equipment, signage, trade dress/branding elements, as well as any supplies and products necessary for the Lessee's operation within the Leased Premises (collectively referred to as the "Improvements"). Lessee shall make no structural changes to the Leased Premises without the prior written approval of the Director. Lessee shall ensure that the Build-Out design and interior finishes compliment the Airport and are aesthetically, functionally, and operationally consistent with the overall design of the Airport. All applicable finish materials proposed by Lessee shall meet the applicable requirements of City and be subject to the terms and conditions set forth herein. Lessee shall provide plans and specifications for Improvements to the Leased Premises to the Director as follows:

(A) **Terminal Space Plans and Specifications:** Terminal Space Plans and Specifications are due within thirty (30) days following the Commencement Date, if applicable. The Director shall have thirty (30) days to review/respond to Lessee's submission and fifteen (15) days to render a final decision regarding any revisions submitted by Lessee pursuant to the Director's initial review.

(B) **New QTA Facility Space Plans and Specifications:** The QTA Facility Space Plans and Specifications shall be due within thirty (30) days after the City issues its notice confirming receipt of the Certificate of Occupancy for the New QTA Facility Space. The Director shall have thirty (30) days to review/respond and fifteen (15) days to render a final decision regarding any revisions submitted by Lessee pursuant to the Director's initial review. Lessee shall have one hundred and twenty days (120) days from receipt of the Director's approval of its QTA Facility Space Plans and Specifications to complete the Improvements and relocate from the Existing QTA Facility to the New QTA Facility.

8.5 **Additional Improvements and Installations.** Lessee shall make no alterations or additions to the Leased Premises or structures thereon without the prior written consent of the Airport. Specifically, Lessee shall make no alterations to the New QTA Facility, nor construct additional improvements upon the Leased Premises, without the prior written approval of Director, including painting and signage. Any improvements or changes to the Leased Premises, should be submitted to the Airport via its Change Request (TRAC-R) Form located at TLHAirport.com. Completed forms should be e-mailed to AviationCapitalPrograms@talgov.com for review and consideration. Approval or disapproval shall be rendered within thirty (30) days of receipt of any such requests and shall be in the sole discretion of the Director. Such approval shall not be unreasonably withheld, conditioned, or delayed.

8.6 **Relocation Costs.** CFC funds, in accordance with order of precedence established in Article 4.8, shall be applied to cover the cost of the RACs relocation to the New QTA Facility. The City shall have no financial responsibility for costs incurred by Lessee associated with the reallocation of Ready Return parking spaces and signage therein, improvements to the New QTA Facility interior build-out, and removal of Lessee's fuel tank(s) within the Existing QTA Facility. CFC funds shall be applied to cover the costs of demolition, damage assessment, and restoration. Notwithstanding the foregoing, if previously unknown environmental conditions are discovered during demolition, CFC funds shall not be used to pay for any environmental remediation directly attributable to the operations of any rental car agency. The costs of such remediation, including without limitation all permits, fees, and other regulatory expenses, shall be borne solely by the party determined to be responsible for the contamination. All site clean-up and environmental remediation shall be performed in accordance with any permits or other approvals obtained by the City and in full compliance with applicable local, state, and federal laws.

8.7 **Transition.** Lessee shall cooperatively work with the City and the other RACs to transition to its Leased Premises, and to allow the other RACs to transition to their Leased Premises and shall comply with all requests from the Director regarding such transition, including, but not limited to, any deadlines and meeting requests. Any disputes regarding the aforementioned transition shall be resolved by the Director in his or her sole discretion.

8.8 **Development and Expansion of Airport.** City shall have the right to develop, maintain, and operate the Airport as it deems advisable and desirable in accordance with such appropriate governmental authority and regulation as may be applicable, and City shall have the right to make such agreements as City deems necessary or advisable in connection with federal and state funding of Airport improvements, alterations, or modifications. If at any point the City seeks federal, state, or local government approval regarding the operation or modification of the Airport, Lessee shall provide any and all reasonably requested cooperation and support, including, without limitation, supporting City's efforts to obtain any such approvals and executing any documents or instruments reasonably requested by City.

## ARTICLE IX - MAINTENANCE, ALTERATIONS, REPAIRS AND UPKEEP

9.1 **Maintenance and Repair by City.** The City shall have no duty or obligation whatsoever to maintain any interior portions of the Leased Premises, or Lessee's Equipment, or any personal property thereon. With respect to Lessee's Leased Premises areas and the Common Use Area, the City shall maintain and repair City-owned improvements including, but not limited to:

A. Stormwater ditch cleaning and stormwater facilities,
B. Common-Use Area landscaping, lighting, and grounds,
C. Above ground fuel tank system, nozzles, and fuel monitoring system,
D. Paved areas to the Leased Premises, and
E. Maintenance and repair of all City-installed utility systems on the City's side of the applicable City meter or service connection.
F. Maintenance and repair of roofs, bearing walls, slab, and utility connections to the New QTA Facility.

The City shall not be responsible for damage caused by the negligence or willful misconduct of Lessee's employees, agents, licensees, members, and invitees or any other cause beyond the reasonable control of the City pertaining to the repair and maintenance of City-owned facilities identified herein. The Lessee shall, at its sole cost and expense, be responsible for all necessary repairs arising from such damage. The quality and suitability of such repairs shall be subject to the Director's sole discretion. For Lessee's convenience, the Airport may, upon request, assist with such repairs. In such cases,

Lessee shall bear all reasonable costs and expenses incurred, along with an additional twenty-five percent (25%) administrative fee for oversight provided by the Airport."

9.2 **Maintenance and Repair of Leased Premises by Lessee.** Lessee shall be obligated, without cost to the City to provide required maintenance, repair, and janitorial services for all interior Leased Premises Areas leased by Lessee, sufficient to maintain the facilities and all personal property therein in good repair, neat, clean, sanitary, in good working order at all times, free of obstructions and presentable at all times. Lessee shall be solely responsible for maintaining and bearing all operating and maintenance costs related to interior finishes, furnishings, fixtures, counters, equipment, signage, branding elements, utility connections, communications systems, computer and data lines, and all other personal property necessary for Lessee's business within the Leased Premises. See Exhibit G-1, Responsibilities Checklist for additional clarification.

With respect to the Leased Premises, unless otherwise agreed, Lessee shall:

(A) Maintain and repair all systems, equipment, fixtures, furnishings, and all personal property provided by and/or installed by Lessee;

(B) Furnish and replace all light bulbs and air filters required within the Leased Premises;

(C) Collect and dispose of used oil, lubricants, and any hazardous materials in accordance with all applicable laws and regulations;

(D) Provide janitorial service to the Leased Premises including arrangements for adequate sanitary handling and disposal, away from the Leased Premises, of all trash, garbage and other refuse caused as a result of Lessee's operations. The City shall provide a suitable covered receptacle for Lessee's operation in the New QTA Facility; however, Lessee shall be solely responsible for the arrangement and payment of all waste management services and shall ensure all such garbage, trash, and other refuse is properly removed, all to the City's satisfaction;

(E) Remove abandoned, obsolete, or cannibalized equipment or debris from exterior areas;

(F) Remove all boxes, cartons, barrels, or other similar items in, or within view of, Common-Use Areas or Leased Premises areas; and

(G) Provide pest control, as needed.

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The Director shall be the sole judge of the quality of routine maintenance, repair, and janitorial services and may, at any reasonable time and without notice, enter the Leased Premises to determine if satisfactory routine maintenance is being performed. In the event that said Leased Premises, and all said property are not maintained by Lessee as herein required, and after ten (10) days' written notice, the City may enter said Leased Premises, without such entering causing or constituting a termination of the Agreement or an interference with the possession of the Leased Premises by Lessee and may cure the default of Lessee. Should such an event occur, Lessee agrees to pay the City, in addition to the consideration hereby reserved, all reasonable costs and expenses, plus twenty-five percent (25%), for administrative oversight, incurred by the City in curing such default. Non-payment of these costs and expenses shall be considered a default of this Agreement. Further, as a convenience, Lessee may request that the Airport assist with its maintenance needs prior to maintenance issues becoming an event of default. Lessee shall assume all reasonable costs and expenses, plus twenty-five percent (25%), for administrative oversight provided by the Airport for Lessee's convenience. The Director shall solely determine, on a case-by-case basis, whether Airport staff are able to accommodate maintenance projects for Lessee's convenience. Violations of this section shall be subject to Liquidated Damages, as outlined in Exhibit C-1, Penalties for Non-Compliance.

## ARTICLE X - UTILITIES

10.1 **Utilities.** The City shall be responsible for providing all site preparation, water and electrical connections, sewer pump station, garbage, stormwater, security/access, and separate metering to the New QTA Facility without cost to the Lessee. Lessee shall receive bills directly from utility providers and promptly pay for all fees and services when due for all Leased Premises hereunder. During the Term, City shall not be liable to Lessee for any interruption in or curtailment of any utility service.

Except as otherwise provided herein, Lessee agrees to provide its own telecom connections and provide for the following:

(A) Payment of all utility charges for the Leased Premises,

(B) Payment of all charges, including but not limited to deposits, installation cost, if any, connection charges, meter deposit, consumption, use and all service charges for

propane and natural gas, electricity, water, sewer, and other utility services furnished by the City or other utility service corporation servicing the Leased Premises, and

(C) Maintenance and repair of all utility systems on Lessee's side of the applicable City meter or service connection including, without limitation, service lines for the supply of water, gas service lines, electrical power, telephone and telecommunications conduits and lines, lift stations, sanitary sewers and storm sewers primarily servicing the Leased Premises.

10.2 **Damage to Utilities.** In all instances where damage to any utility service line is caused by Lessee, its employees, contractors, suppliers, agents, or invitees, Lessee shall be responsible for the cost of damages resulting therefrom and the repair thereof.

10.3 **Industrial Waste.** Lessee shall provide, operate, and maintain adequate facilities for separating, neutralizing, and treating industrial waste and foreign materials within the Leased Premises and the proper disposal thereof as required by all applicable federal, state, and local laws, regulations, and rules, as now or hereafter amended, or promulgated.

10.4 **Internet, Phone, and Cable.** Deposits and installation charges for the Leased Premises for internet, phone, and cable connections along with monthly service charges are specifically excluded and shall be the responsibility of Lessee.

## ARTICLE XI - DAMAGE OR DESTRUCTION

11.1 **Damage or Destruction of Leased Premises.** City shall repair or rebuild as soon as practical all damage to or destruction of the New QTA Facility, whether such damage or destruction is caused by fire, the elements, the public enemy, or any other cause, provided the Parties agree it is economically feasible to do so.

## ARTICLE XII - TERMINATION

12.1 **City's Right to Terminate by Cancellation.** In the event of breach of any provision of this Agreement by Lessee, the City, in addition to any other right of cancellation herein given by Lessee or any other rights to which City may be entitled by law or otherwise, may cancel this Agreement if the City gives Lessee thirty (30) days' advance written notice of the breach; and such breach continues existing or uncured at the end of thirty (30) days following Lessee's receipt of such notice or where the curing thereof requires

continuing action, Lessee shall have failed within the said period to commence such action and be promptly continuing to prosecute the same.

City shall have the right to terminate this Agreement in whole or in part upon the occurrence of any one or more of the following events:

(A) Failure of Lessee to comply with any part, term, or provision of this Agreement;

(B) Non-payment of any amounts due to City within thirty (30) days following written notice from the City of such non-payment;

(B) Abandonment of the Leased Premises by Lessee or discontinuance of operations hereunder;

(C) The Airport desires for its own use part or all of the Leased Premises; and

(D) The termination or expiration, in any manner or for any reason whatsoever, of Lessee's right to use and occupy facilities at the Airport in accordance with all applicable laws, rules and regulations.

12.2 **Notice of Termination.** The City must give written notice to Lessee of its intent to terminate this Agreement for default, and Lessee shall have thirty (30) days to cure its default, or the City may proceed to terminate this Agreement. If within such thirty (30) day period, Lessee promptly commences to cure its default but is not reasonably able to complete that cure, the cure period shall be extended for a reasonable time, as determined in the Director's sole discretion from the date of the City's notice to Lessee, as described above, provided that Lessee, throughout the cure period, diligently pursues completion of such cure.

12.3 **Lessee's Right to Terminate by Cancellation.** Lessee may terminate this Agreement and cancel all of its obligations hereunder at any time that Lessee is not in default in the payment of any fees or charges payable to the City hereunder by providing ninety (90) days advanced written notice to be served as hereinafter provided upon or after the happening of any one of the following events:

(A) The inability of the Lessee to use the Leased Premises for a period in excess of sixty (60) days, because of the issuance of any order, rule or regulation by the United States of America or an instrumentality thereof preventing the Lessee from operating at the Leased Premises for cause or causes not constituting a default under this Agreement;

(B) The assumption by the United States of America or an instrumentality thereof of the operation, control or use of the Airport or any substantial part thereof in such a manner as to substantially restrict the Lessee for a period of at least ninety (90) days from operating its business at the Airport;

(C) The withdrawal or cancellation by the United States of America or an authorized instrumentality thereof of the right of all regularly scheduled airlines to operate at the Airport; and

(D) The issuance by any court of competent jurisdiction of an injunction restraining the use by all airlines or Lessee of the Airport or the Leased Premises once said injunction has been in force for more than ninety (90) days.

(E) Pursuant to Section 255.2502, Florida Statutes, funding was not allocated by annual appropriation of the Legislature.

12.4 **Right to Personal Property.** Lessee shall have the right to remove any and all personal property including trade fixtures, supplies, and products, which are not fixtures to real property from the Leased Premises as provided for herein, but Lessee shall repair all damage to infrastructure, building and New QTA Facility caused by such removal. Upon expiration or earlier termination of this Agreement, however, City may require Lessee to remove any improvements, without damage to any infrastructure, building and New QTA Facility within the Leased Premises, restore any area damaged by such removal, and return the formerly Leased Premises to City upon the surrender thereof, all to City's satisfaction. All infrastructure, buildings and New QTA Facility attached, as part of the Leased Premises, and all attached alterations, modifications, and enlargements thereof, shall not be deemed trade fixtures, but shall become part of the Leased Premises.

12.5 **Failure to Remove Personal Property.** Upon failure of Lessee to remove its Personal Property and restore any damage caused by such removal within ten (10) days after the date of termination of this Agreement, the Director shall have the right to remove such property, notwithstanding any security interest in same, and to store it, and Lessee shall pay to the City the cost of such removal and storage; or at the option of the City's representative, any such property remaining after the termination of this Agreement shall immediately be and become the property of the City.

## ARTICLE XIII – NON-WAIVER

13.1 **No Waiver by City.** No waiver of default by the City of any of the terms, covenants, or conditions of this Agreement to be performed, kept, and observed by Lessee shall be construed to be or act as a waiver of any subsequent default of any of the terms, covenants, and conditions to be performed, kept, and observed by Lessee. The acceptance of rental by the City for any period or periods after a default of any of the terms, covenants, and conditions to be performed, kept, and observed by Lessee, shall not be deemed a waiver of any right on the part of the City to cancel this Agreement for failure by the Lessee to do, perform, keep, or observe any of the terms and conditions of this Agreement.

13.2 **No Waiver by Lessee.** No waiver of default by the Lessee of any of the terms, covenants, or conditions to be performed, kept, and observed by the City shall be construed to be or act as a waiver by the Lessee of any subsequent default of any of the terms, covenants and conditions herein contained to be performed, kept, and observed by the City. The Lessee's performance of all or any part of this Agreement or during any period or periods after a default of any of the terms, covenants, and conditions to be performed, kept, and observed by the City, shall not be deemed a waiver of any right on the part of the Lessee to cancel this Agreement for failure by the City to so perform, keep or observe any of the terms, covenants, or conditions.

## ARTICLE XIV – SUSPENSION AND ABATEMENT

14.1 **Suspension and Abatement.** In the event that City's operation of the Airport or the Lessee's operation at the Airport, through no fault of the Lessee, should be restricted substantially by action of the federal government, or any agency thereof, or by action of the State of Florida, or any agency thereof, then either Party hereto shall have the right, upon written notice to the other, to a suspension of this Agreement and an abatement of a just proportion of the rent, services and facilities to be afforded hereunder, from the time of such notice until such restriction shall have been remedied and normal operations restored.

## ARTICLE XV- INDEMNIFICATION AND INSURANCE

15.1 **City Held Harmless.** The Lessee agrees to indemnify and hold harmless the City, its

officials, officers, and employees, from and against any and all liabilities, damages, losses, and costs, including, but not limited to reasonable attorneys' fees, to the extent caused by the negligence, recklessness, or intentional wrongful misconduct of the Lessee and persons employed or utilized by the Lessee in the performance of this Agreement. Prior to execution of this Agreement by the City, Lessee shall procure and maintain at Lessee's own cost and expense throughout the Term of the Agreement the following types and limits of insurance coverage in relation to the provision of services hereunder by the Lessee, its agents, representatives, employees, or subcontractors:

15.2 **Commercial General/Umbrella Liability Insurance** $5,000,000 limit per occurrence for property damage and bodily injury. The service provider should indicate in its bid whether the coverage is provided on a claims-made or preferably on an occurrence basis. The insurance shall include coverage for the following:

(A) Premise/Operations

(B) Products/Completed Operations

(C) Contractual

(D) Broad Form Property Damage

(E) Personal Injury

15.3 **Business Automobile/Umbrella Liability Insurance**- **$1,000,000** limit per accident for property damage and personal injury.

(A) Owned/Leased Autos

(B) Non-owned Autos

(C) Hired Autos

15.4 **Workers' Compensation and Employers'/Umbrella Liability Insurance** -- Workers' Compensation coverage with benefits and monetary limits as set forth in Chapter 440, Florida Statutes. This policy shall include Employers'/Umbrella Liability coverage for **$1,000,000** per accident.

15.5 **Environmental Impairment (Pollution) Liability Coverage** The minimum limits of Environmental Impairment (Pollution) Liability Insurance coverage (inclusive of any amounts provided by an umbrella or excess policy) for liability resulting from pollution or other environmental impairment in connection with operations performed by or on behalf of Lessee under this Agreement, including but not limited to, use of underground and/or above ground storage tanks that are used in common with other Lessees are:

(A) Each Occurrence $1,000,000

(B) Annual Aggregate $2,000,000

Lessee will maintain this coverage for the Term of the Agreement or until the petroleum storage system(s) are closed and removed from the sites as evidenced by the receipt of a letter from the Florida Department of Environmental Protection or designee confirming same.

15.6 **Environmental Impairment Fuel Tank Liability Insurance coverage.** The City may, in its sole discretion and at its expense, maintain Fuel Tank Pollution Liability Insurance through the Florida Petroleum Liability Insurance Program Administrators ("FPLIPA") for the City-owned fuel storage tank system, including related piping and containment, used by Lessee under this Agreement. Lessee acknowledges and agrees that such insurance applies only to the City-owned fuel storage tank system and does not provide liability protection or insurance coverage to Lessee for bodily injury, pollution, or other environmental impairment arising out of or related to Lessee's operations or use and occupancy of the Exclusive Use Areas or Common Use Areas, shown in Exhibit B-4 . Lessee shall remain fully responsible and liable for all bodily injury, pollution, environmental impairment, and related claims arising from their operations, use, or occupancy of the Exclusive Use Areas and Common Use Areas. Any insurance maintained by the City under this section is solely for the benefit of the City and is not intended to replace, reduce, or supplement any insurance coverage required to be maintained by Lessee. The City shall have no obligation to procure or maintain such insurance and may terminate such coverage at any time, in its sole discretion.

15.7 **Coverage Requirements.** As a condition precedent to the effectiveness of this Agreement, during the Term of this Agreement and during any renewal or extension term of this Agreement, Lessee, at its sole expense, shall provide insurance of such types and with such terms and limits as noted herein. With respect to the Leased Premises, Lessee shall maintain in force with a financially responsible insurance company authorized to do business in the State of Florida the insurance, which is required hereunder. Such insurance policies shall include contractual liability coverage for the indemnification obligation contained in this Article, broad form property coverage, and adequate fire insurance to replace all improvements constructed by Lessee under this Agreement. The City of Tallahassee, Tallahassee International Airport, their officers, officials, agents and

employees shall be included as additional insureds under all insurance policies.

15.8 **Certificates of Insurance.** Lessee shall furnish City with certificate(s) of insurance with original endorsements, affecting coverage required herein and shall include the "City of Tallahassee, Tallahassee International Airport, their officers, officials, agents and employees" as additional insureds, as their interest may appear for liabilities arising in whole or in part by the conduct of the Lessee. Certificate(s) evidencing such insurance coverage shall be filed with the City at least ten (10) days prior to the Commencement Date or at such other time as may be required by the City and said certificate or certificates shall provide that such insurance coverage will not be canceled, reduced or the coverage materially changed without at least thirty (30) days' prior written notice to the City. Prior to the expiration of any such policy, a certificate showing that such insurance coverage has been renewed or extended shall be filed with the City.

15.9 **Insurer Rating.** Insurance is to be placed with Florida admitted insurers rated B+X or better by A.M. Best's rating service.

15.10 **Coverages, Limits and/or Endorsements.** The coverages, limits and/or endorsements required herein protect the interests of City, and these coverages, limits and/or endorsements shall in no way be required to be relied upon when assessing the extent or determining appropriate types and limits of coverage to protect Lessee against any loss exposures, whether as a result of this Lease or otherwise. The requirements contained herein, as well as the City's review or acknowledgement, are not intended to and shall not in any manner limit or qualify the liabilities and obligations assumed by Lessee under this Agreement.

15.11 **Changes in Requirements.** Should Lessee's operation at, or uses of, the Airport change, that (i) require types of insurance coverage not described above or (ii) increase the required limits of such coverage, or should the City modify any of its requirements, this Article shall be deemed to require such coverage or increased limits as if the same were set forth herein.

15.12 **Prompt Notice.** The Parties agree to give prompt notice to each other with respect to any suit or claim initiated or threatened against the other, and in no event later than the earlier of (i) ten (10) days after valid service of process as to any filed suit or (ii) fifteen (15) days after receiving notification of the filing of such suit or the assertion of such claim, which either Party has reason to believe is likely to give rise to a claim for indemnity hereunder.

15.13 **Notice of Cancellation.** If such coverage is canceled, reduced, or materially changed, Lessee shall, within thirty(30) days after receipt of written notice from the City of such cancellation, reduction or adverse material change or coverage, file with the City a certificate showing that the required insurance has been reinstated or provided through another insurance company or companies.

## ARTICLE XVI - ASSIGNMENT AND SUBLETTING

16.1 **Assignment and Subletting.** Lessee shall neither assign nor transfer this Agreement, or any right or leasehold interest granted to it by this Agreement without the prior written consent of the Director, which shall not be unreasonably withheld. No such assignment or sublease shall serve to release Lessee from any of its obligations, duties, or responsibilities under this Agreement unless the City agrees to such release in writing. All subleases, if applicable, shall be in writing, and Lessee shall promptly furnish a copy to the Director for review and approval prior to executing any such subleases.

16.2 **Subleases.** All subleases of Lessee's Leased Premises must be approved in advance by the Director prior to Lessee executing any sublease. All subleases shall require a tri-party Airport Use Agreement, authorizing and setting forth the terms and conditions of the City's authorization to sublease, and shall include a signed copy of the sublease as an attachment thereto. All Airport Use Agreements must be signed by the City, Lessee, and the Sublessee.

16.3 **Attornment.** Lessee agrees that any sublease will contain a provision articulating that if this Agreement is terminated, the sublessee, at the request of City, will attorn to City and the sublease, if City so requests, shall continue in effect with City. Nothing herein shall be deemed to require City to accept such attornment. Further, all subleases shall contain a termination for convenience clause that allows Lessee to terminate the sublease at will by providing thirty (30) days advanced written notice.

## ARTICLE XVII - SIGNAGE

17.1 **Signage.** All signage installed within the Leased Premises, including the New QTA Facility, must be coordinated with and approved in advance, in writing, by the Director or the Director's designee to ensure conformity in size, character, and overall standardization. Unless otherwise agreed in writing by the Director or the Director's

designee, the Lessee shall bear all costs associated with signage maintenance, including labor, materials, and fees. The Lessee is responsible for the routine maintenance, cleaning, and repair of all signage installed within the Leased Premises. Maintenance obligations include, but are not limited to, ensuring visibility, structural integrity, illumination (if applicable), and compliance with all applicable local ordinances. The Lessee shall not construct or place any additional signs, awnings, marquees, advertising, or promotional structures within the Leased Premises or elsewhere on the Airport without the prior written consent of the Director or the Director's designee. If the Lessee fails to remove any unauthorized signs or displays of any kind within twenty-four (24) hours of receiving written notice from the Director or the Director's designee, such signs or displays may be removed at the Lessee's sole expense.

## ARTICLE XVIII – AIRPORT RULES AND REGULATIONS

18.1 **Airport Rules and Regulations.**

(A) The Lessee shall observe and obey all the laws, ordinances, regulations, and rules of the federal, state, county, and municipal governments, which may be applicable to its operations at the Airport. Lessee further agrees that it will comply with the Minimum Standards and Rules and Regulations located on the Airport's website at TLHAirport.com, as adopted by the City and as may be amended from time to time. The City shall uniformly enforce the Minimum Standards and Rules and Regulations. In the event that any of said laws, ordinances and regulations shall be more, or less stringent than the standards, duties and obligations imposed on Lessee hereunder, Lessee shall comply with the more stringent requirements in conducting its operations under this Agreement, except to the extent that Lessee's improvements have already been constructed.

(B) The City may, from time to time, adopt, amend, or revise reasonable Minimum Standards and Rules and Regulations for the conduct and operations of the Airport, terminal building, airfield, adjacent buildings, parking areas, and other Airport property, for reasons of safety, health, preservation of the property or for the maintenance of the good and orderly appearance of the Airport, and the property in general. The Lessee, its employees, agents, and representatives shall

faithfully comply with and observe such Minimum Standards and Rules and Regulations of which it receives notice, except as they may conflict with regulations of another appropriate governmental authority or as such rule or regulation would deprive the Lessee of any of the rights hereunder. Further, the Lessee and its employees, agents and representatives shall comply with all reasonable requests of the Director or their authorized representatives relating to its operations or activities at the Airport. In the event of conflict between such rules and regulations and the terms hereof, this Agreement shall control.

18.2 **Security.** Lessee will comply with all security regulations established or amended from time to time, by but not limited to the City, Department of Homeland Security, Customs and Border Protection, Transportation Security Administration (TSA), FAA and others as applicable.

(A) **Airport Security Program.** Lessee, its employees, agents, and representatives shall comply with security measures contained in the Airport Security Program, as approved by the TSA. If Lessee its employees, agents or representatives fail or refuse to comply with said measures and such non-compliance results in a monetary penalty being assessed against the City (Department of Aviation), Lessee shall be held responsible and shall reimburse City in the full amount of any such monetary penalty. Unless otherwise prohibited or limited by applicable law, City will provide Lessee with copies of any notices or other correspondence in this regard with the exception of Sensitive Security Information ("SSI").

(B) **Diminution and Deprivation.** City shall not be liable to Lessee for any diminution or deprivation of Lessee's right hereunder on account of the exercise of any such authority, nor, except as elsewhere expressly provided in this Agreement, shall Lessee be entitled to terminate the whole or any portion of the Agreement by reason thereof unless the exercise of such authority shall so interfere with Lessee's use and enjoyment of the Leased Premises as to constitute a termination of this Agreement by operation of law in accordance with the laws of the State of Florida.

(C) **Criminal History Background Checks.** Lessee acknowledges and agrees that Lessee and its employees, contractors, subtenants, and agents may be subject to federal and state criminal history record check requirements under federal, state

and/or local laws, as now or hereafter amended or promulgated which laws may require Lessee to remove or restrict access of individuals who are not incompliance with the requirements of such laws. Lessee acknowledges and agrees that Lessee and its employees, contractors, subtenants, and agents must pass the Criminal History Background Check and receive an Airport Security Identification Badge prior to working in any capacity at the Airport. Such Airport Security Identification Badge must be displayed at all times while on duty at the Airport. Lessee must follow Airport procedures for issuance of an Airport Security Identification Badge. These procedures include the payment of applicable fees in effect at the time a request is submitted by Lessee, successful completion of a Security Threat Assessment and the Criminal History Background Check, and successful completion of all required training (initial and annual refresher training). Lessee must immediately return all badges for terminated employees to the Operations Division's badging office or as otherwise required by the Director of Aviation in his or her sole discretion. Failure to meet this requirement will subject Lessee to Liquidated Damages, as outlined in Exhibit C-1, Penalties for Non-Compliance.

(D) **Security Deficiency.** Lessee shall rectify any security deficiency related specifically to the Leased Premises under Lessee's sole control, as may be determined by the City, DHS, FAA, CBP or TSA. In the event Lessee fails to remedy any such deficiency, City may do so on behalf and on the account of Lessee. Lessee shall pay to City any costs or expenses plus twenty-five percent (25%), for administrative oversight incurred by the City in accordance with the Airport's Schedule of Rates and Charges, as may be amended in the future, within thirty (30) days of the date of City's invoice. Lessee acknowledges and agrees that City shall have the right to take whatever action is necessary to rectify any security deficiency or other deficiency as may be determined by City, DHS, FAA, CBP or TSA.

(E) **Right to Enter.** City shall have the right to enter upon any part of the Leased Premises at reasonable or necessary times for the purposes of inspecting, performing maintenance and repairs, emergency access and protecting or exercising any rights under this Agreement or as may be required for the

protection of persons or property. In the event the need to take such emergency action is caused by acts or omissions of Lessee, Lessee will reimburse City for the City's costs associated with such emergency actions. Lessee must assure City of emergency access to the Leased Premises by providing emergency telephone numbers at which Lessee's representative(s) may be reached on a twenty-four (24) hour basis. City shall also have the right to show the Leased Premises to prospective bidders or Respondent(s) at any time within twelve (12) months prior to the expiration or earlier termination of this Agreement whenever possible. The Director shall retain the right to inspect and review the Lessee's operations, including a review of quality of service, fees charged, maintenance of Leased Premises, furnishings and equipment and such other matters as deemed reasonably necessary.

(F) **Ban on Texting While Driving.** In accordance with Executive Order 13513, "Federal Leadership on Reducing Text Messaging While Driving," October 1, 2009, and DOT Order 3902.10, "Text Messaging While Driving," December 30, 2009, text messaging while driving is prohibited in the conduct of any operations provided in connection with this Agreement. Lessee will implement workplace safety initiatives and outreach programs to educate employees regarding the risks associated with texting while driving.

## ARTICLE XIX - CONDEMNATION

19.1 **Condemnation.** If, by an exercise of the right of eminent domain or by conveyance made in response to the threat thereof (in either case, a "Taking"), all or any material portion of the Leased Premises is taken, this Agreement will, at the election of Lessee, end on the earlier of the vesting of title to the Leased Premises in the condemning authority, or the taking of possession of the Leased Premises by the condemning authority. City and Lessee shall then divide the total award less costs of obtaining the award, including attorneys' and appraisers' fees based on by their respective interests in the Leased Premises and the improvements thereon, as determined by agreement or by any court of competent jurisdiction, but subject to the rights of any party who holds a valid lien against any of their interests in the Leased Premises; provided, however, that such respective interests shall be appraised as if (i) this Agreement had not been terminated,

and (ii) Lessee were permitted to continue to operate the Leased Premises for the permitted uses under this Agreement for the Term (and assuming Lessee exercised all of its rights to extend the Term). In connection with any Taking, Lessee may prosecute its own claim by separate proceedings against the condemning authority for additional damages legally due to it, including but not limited to (i) the loss of fixtures which Lessee was entitled to remove and (ii) relocation expenses.

## ARTICLE XX – GENERAL PROVISIONS

20.1 **No Warranties or Inducements.** By executing this Agreement, Lessee acknowledges that the City has not intended to provide or warrant any forecast of future air traffic volumes, revenues, or maintenance and operation costs rates or totals; that such information as the City has furnished with respect to these and other matters has been intended merely as one source of information available for consideration by Lessee, which Lessee has been encouraged to verify through its own investigation; that in these negotiations, Lessee has relied upon its own resources as to all of these matters; and that it has not relied upon any inducements or forecasts of the City.

20.2 **Restrictions.** The operations conducted by Lessee pursuant to this Agreement shall be subject to:

(A) Any and all applicable rules, regulations, orders, and restrictions which are now in force, or which may be adopted hereafter by City with respect to the operation of the Airport, including restrictions on airline schedules or arrivals and departure; and

(B) Any and all orders, directions or conditions issued, given, or imposed by the City, state, or federal regulatory agencies with respect to the use of roadways, driveways, curbs, sidewalks, parking areas or public areas on the Airport.

20.3 **Venue and Service of Process.** Lessee agrees that venue of all actions or proceedings arising directly or indirectly from this Agreement shall be exclusively in Leon County, Florida, and waives personal service of any and all process upon the Lessee herein, and consents that all such service or process shall be made by certified mail, return receipt requested, directed to the Lessee at the address hereinafter stated, and service so made shall be deemed complete three (3) days after the same shall have been posted as aforesaid.

20.4 **Force Majeure.** Neither Party shall be liable for its failure to timely perform its obligations under this Agreement to the extent that, but only to the extent that, such failure is the result of a cause beyond the reasonable control of, and not the result of negligence or the lack of diligence of, the Party claiming such excuse from timely performance. This provision shall not apply to obligations to pay money under this Agreement unless such failure of timely payment, or payment itself, is otherwise excused pursuant to other provisions of this Agreement.

20.5 **Time of Essence.** Time is expressly agreed to be of the essence of this Agreement.

20.6 **Quiet Enjoyment.** The City agrees that Lessee, upon payment of all fees, charges and other payments required under the terms of this Agreement and observing and keeping the conditions and covenants of this Agreement on its part to be observed and kept, shall lawfully acquire and hold, use and enjoy the Leased Premises and common areas and the appurtenances during the term of this Agreement, without hindrance, ejection or molestation by any person lawfully claiming under City.

20.7 **Lessee's Dealings with City.** Whenever in this Agreement, the Lessee is required or permitted to obtain the approval of, consult with, give notice to, or otherwise deal with the City, and unless or until the City shall give Lessee written notice to the contrary, the City's authorized representative shall be the Director or the Director's designee.

20.8 **Notices, Consents and Approvals.**

(A) All notices, requests, consents, and approvals under this Agreement shall be served or given by national express mail carriers (e.g., Federal Express, UPS), certified or registered mail or electronically through email, except in cases of dispute, in which case they shall be confirmed by certified or registered mail; and, if intended for Lessee, shall be served upon it at the address below:

NAME OF RENTAL CAR OPERATOR

ATTN: _____

ADDRESS

CITY, STATE ZIP

E-MAIL

Provided, however, that Lessee shall give notice in writing to City of any change in address, then in such event, such notice shall be given to City at such substituted address.

(B) Any notice permitted or required to be served upon City shall be served upon it at:

Tallahassee International Airport
ATTN: Airport Properties & Business Development Division
3300 Capital Circle S.W., Suite 1
Tallahassee, FL 32310
AviationProperties@talgov.com

20.9 **Days.** All references to "days" in this Agreement shall mean calendar days (not business days) unless expressly stated otherwise.

20.10 **Interpretation.** The section headings appearing herein are for the convenience of the Parties and shall not be deemed to govern, limit, modify or in any manner affect the scope, meaning or intent of the provisions of this Agreement. If any provision of this Agreement is determined to be void by any court of competent jurisdiction, then such determination shall not affect any other provision of this Agreement and all such other provisions shall remain in full force and effect; and it is the intention of the Parties hereto that if any provision of this Agreement is capable of two constructions, one of which would render the provision void and the other of which would render the provisions valid, then the provision shall have the meaning which renders it valid.

20.11 **Prohibited Acts.** Lessee shall not:

(A) Conduct its operations in a manner that interferes with the authorized use of Airport property by the public; or

(B) Conduct its operations in such a way as to hinder police, fire fighting or other emergency personnel in the discharge of their duties or so as to constitute a hazardous condition that would increase the risks normally attendant upon the operations permitted under this Agreement.

20.12 **Applicable Law.** This Agreement and every question arising hereunder shall be construed or determined according to the laws of the State of Florida.

20.13 **Agreement Binding.** All of the terms, covenants and agreements herein contained shall be binding upon and shall inure to the benefit of the successors and assigns of the Parties.

20.14 **Consents.** Neither City or Lessee shall unreasonably withhold, condition, or delay approvals and consents required or otherwise sought by the other under the terms of this Agreement.

20.15 **Approvals.** City shall cooperate in Lessee's attempts to obtain all governmental and quasi-governmental approvals, including, but not limited to, any rezoning, variance, permit or license, necessary or desirable in Lessee's judgment in order to use the Leased Premises for the purposes permitted under this Agreement. In connection therewith, City shall execute any applications or other documents as may be required by any governmental body to accomplish the foregoing. Nothing in this subsection shall require City to approve any land use request, which Lessee may make for the Leased Premises other than as contemplated under this Agreement.

20.16 **Representations and Warranties.** Each individual executing this Agreement represents and warrants that he or she is duly authorized to execute and deliver this Agreement on behalf of Lessee and City, as the case may be, in accordance with a duly adopted resolution, and that this Agreement is binding upon Lessee and City, as the case may be, in accordance with its terms. Each Party shall, contemporaneous with the execution of this Agreement, deliver to the other a certified copy of a resolution of its governing board authorizing or ratifying the execution and delivery of this Agreement.

20.17 **Memorandum.** Upon the request of either Party hereto, the other Party shall join in the execution of a Memorandum of this Agreement in form acceptable to Lessee for the purposes of recordation.

20.18 **Fee Simple Title.** As a material inducement to enter into this Agreement, City represents and warrants to Lessee that City owns fee simple absolute title to the Leased Premises, free and clear of any and all liens, claims, charges, encumbrances, easements, restrictions, reservations, covenants, and conditions, except those previously disclosed to Lessee in writing or otherwise appearing of record, to the City's knowledge, none of which affect Lessee's right to operate its business as set forth herein.

20.19 **Merger.** No merger of the leasehold estate created by this Agreement with the fee estate in the Leased Premises shall occur unless and until all persons having any interest in the leasehold estate created by this Agreement and the fee estate in the Leased Premises shall join in a written instrument effecting such merger.

20.20 **Holding Over.** In the event the Lessee shall hold over and remain in possession of the premises after the expiration of this Agreement without any written renewal thereof, such holding over shall not be deemed to operate as a renewal or extension of this Agreement but shall only create a tenancy from month-to-month which may be terminated at any time

by the City.

20.21 **Invalid Provisions.** In the event any covenant, condition or provision of this Agreement is held to be invalid by any court of competent jurisdiction, the invalidity of such covenant, condition, or provision shall in no way affect any other covenant, condition, or provision herein contained; provided, however, that the invalidity of any such covenant, condition or provision does not materially prejudice either the City or the Lessee in their respective rights and obligations contained in the valid covenants, conditions or provisions in this Agreement.

20.22 **Subordination to Federal Government Agreements.** This Agreement shall be subordinate to the provisions of any existing or future agreement between the City or Airport and the United States of America, including instrumentalities thereof, relative to the operation or maintenance of the Airport, the execution of which has been or may be required as a condition precedent to the expenditure of federal funds in developing the Airport. The City will endeavor to cause any such agreement to include provisions protecting and preserving the rights of Lessee in and to the Leased Premises and improvements thereof.

20.23 **Federal Government's Emergency Clause.** All provisions of this Agreement shall be subordinate to the rights of the United States of America to operate at the Airport or any part thereof during time of war or national emergency, and such rights shall supersede any provisions of this Agreement inconsistent with the operations of this Airport by the United States of America.

20.24 **Surrender of Leased Premises.** Upon termination of this Agreement for any reason, Lessee shall deliver the Leased Premises and improvements to City in the same or better condition as when received or installed, reasonable and ordinary wear and tear excluded. Lessee covenants and agrees that on expiration of the Term, or earlier termination as provided in this Agreement, Lessee will peaceably surrender possession of the Leased Premises in good condition, reasonable wear, and tear, acts of God, fire, and other casualties excepted, and City shall have the right to take possession of the Leased Premises. City shall not be required to give notice to quit possession at the expiration date of the Term.

20.25 **Entire Agreement.** The provisions of this Agreement contain the entire understanding between the Parties hereto with respect to the subject matter hereof and said Agreement

may not be changed, altered, or modified in any manner except by written amendment fully executed by both City and Lessee.

20.26 **Amendments.** All duties, obligations, and liabilities of City and Lessee, with respect to the privileges granted, are expressly set forth herein and this Agreement can only be modified or amended by a written instrument executed by City and Lessee, except as provided for herein.

20.27 **Exhibits.** The Exhibits are incorporated in full text and become an integral part of the Agreement. In the event that changes to the Exhibits are made by mutual written agreement to reflect changes which do not substantially alter the provisions of this Agreement, then said revised Exhibits may be substituted herein without necessity for amendment.

20.28 **Order of Precedence.** In the event of any conflict, inconsistency, or discrepancy between the RFP, including any addenda thereto, and this Agreement, the terms and conditions of this Agreement shall control and prevail.

20.29 **Radon Gas.** Radon is a naturally occurring radioactive gas that, when it has accumulated in a building in sufficient quantities, may present health risks to persons who are exposed to it over time. Levels of radon that exceed federal and state guidelines have been found in buildings in Florida. Additional information regarding radon and radon testing may be obtained from your county health department.

20.30 **Public Records.** The Parties acknowledge that the City is a governmental entity subject to the Florida Public Records Law, as governed by Chapter 119, Florida Statutes. As such, this document may constitute a public record subject to disclosure. In accordance with Section 119.0701, Florida Statutes, the following provision is included in this contract:

IF THE LESSEE HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CITY'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT CITY OF TALLAHASSEE, TREASURER-CLERK'S OFFICE, RECORDS DIVISION, CITY HALL, 300 SOUTH ADAMS STREET, TALLAHASSEE, FLORIDA 32301, (850) 891-8130, RECORDS@TALGOV.COM.

20.31 **Most Favored Nations.** In the event that any contract granted by the City to any other similarly situated rental car company shall contain any terms and conditions more

favorable to such company than the terms and conditions herein described (other than the number of allocated parking spaces and the location of the concession area, etc.), then this Agreement shall be amended to include such more favorable terms and any offsetting burdens that may be imposed on any such other company. The intent of this provision is to ensure that the City shall give due diligence to ensure all rental car companies will be able to compete on terms as equal as possible with all other similarly situated rental car companies, and to ensure that no individual rental car company or companies shall enjoy any rights or privileges more favorable to any such individual company or companies than those enjoyed by the RACs awarded agreements under this RFP. (Subject to Legal Review)

IN WITNESS WHEREOF, City and Lessee have caused this Agreement to be executed by their duly authorized representatives as of the day and year first above written.

CITY OF TALLAHASSEE

Attest:

By: _____

James O. Cooke, IV,
City Treasurer-Clerk

By: _____

Christian Doolin, Asst. City Manager
For Reese Goad, City Manager

Approved By: _____

Thomas Whitley, PhD,
Director of Operations and Innovation

Approved By: _____

David J. Pollard, C.M.,
Director of Aviation

Approved as to form:

By: _____

Kristen L. Coons, Esq.
Senior Assistant City Attorney

NAME OF RENTAL CAR OPERATOR

By: _____

Name: _____

Title: _____

DRAFT

Exhibit A-1

RESOLUTION NO. 15-R-18

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF TALLAHASSEE, FLORIDA, TO ADOPT AND IMPLEMENT A CAR RENTAL CUSTOMER FACILITY CHARGE ("CFC") TO FUND THE CONSTRUCTION, MAINTENANCE AND OPERATION OF THE RENTAL CAR FACILITIES AT THE AIRPORT.

**WHEREAS**, the City of Tallahassee ("City") owns and operates Tallahassee International Airport ("Airport") and is empowered to enact resolutions for the management, governance, and use of the Airport, and its facilities; and,

**WHEREAS**, the Airport operates, maintains and develops the Airport with federal grant funding and user fees, in accordance with its Federal Aviation Administration ("FAA") Grant Assurances and under the authority of certain federal laws; and,

**WHEREAS**, the existing rental car service facilities are in poor condition, in need of paved parking and need to be relocated to accommodate future growth; and,

**WHEREAS**, the impending expansion of Capital Circle in front of the Airport is anticipated to impact the existing Rental Car Companies' (RACS) service property within the next 3 to 5 years, necessitating its relocation to a new site; and,

**WHEREAS**, the proposed new location for the RAC service facility is conveniently located next to the Airport, which enhances safety and streamlines operational efficiencies for the RACS's, see Exhibit A, Proposed RAC Facilities Location; and,

**WHEREAS**, the pre-collection of CFC charges is a common approach for funding car rental facilities in airports; and,

**WHEREAS**, Airport staff conducted a review of CFC charges at other Airports, shown in Exhibit B, "Customer Facility Charge (CFC) Analysis, and Recommendations", and recommends an initial CFC collection rate of $4.50 per rental car Transaction Day, as more fully set forth therein; and,

**WHEREAS**, the receipts for the CFC charges would be collected by the RACS, turned over to the Airport and maintained in a special Airport fund, the ("CFC Fund"), to fund the financing, design, relocation and construction of new Rental Car Facilities (hereinafter, "RAC Facilities"), and all or a portion of associated operating and maintenance costs; and,

**WHEREAS**, the Airport has conferred with the RACS operating at the Airport regarding the need for improved facilities and services; and

**WHEREAS**, the Airport and the RACS collectively agree it is in the City's best interest to impose a CFC to fund the financing, design, relocation and construction of its RAC Facilities on the Airport to be utilized by the RACS and their customers or for any other rental car program related purpose, see Exhibit C, "Letters of Support". It is further agreed by the parties that the CFC will cover all or a portion of associated operating and maintenance costs; and,

**WHEREAS**, the CFC Fund shall remain intact from year to year and may be used to pay for all improvements constructed for the use and benefit of car rental customers to the extent allowable by law, as more fully set forth herein; and,

**NOW, THEREFORE, BE IT RESOLVED THAT THE CITY COMMISSION OF THE CITY OF TALLAHASSEE, FLORIDA** hereby adopts and implements a Customer Facility Charge under the following terms and conditions:

SECTION I. Definitions. As used in this resolution, the following definitions apply:

1.1 "Airport" shall mean the Tallahassee International Airport.

1.2 "City" shall mean the City of Tallahassee, a Florida Municipal Corporation.

1.3 "Car Rental Company" or "RAC" means a rental car company having executed a Vehicle Rental Concession Agreement for the operation of rental car services at the Airport. Both On-airport and Off-airport car rental companies serving the Airport are equally obligated under this resolution.

1.4 "Charge Effective Date" shall mean the date on which the CFC is effective as provided in Section 3.1 of this resolution.

1.5 "Customer Facility Charge" or "CFC" shall mean the charge imposed by the City, which is collected and remitted by the RACS, upon a car rental customer arriving at the Airport and renting a vehicle. The CFC shall be collected by the RACS for the benefit of the Airport, pursuant to Section III of this resolution.

1.6 "CFC Fund" shall mean the special Airport fund set up to maintain CFC receipts collected by the RACS and provided to the Airport for expenditure on car rental facilities improvements.

1.7 "Director" shall mean the Director of Aviation for the Tallahassee International Airport.

1.8 "On-airport" shall mean a RAC that is located at, upon or within the Tallahassee International Airport.

1.9 "Off-airport" shall mean a car rental company that is not located at Tallahassee International Airport but which does business at the Airport.

1.10 "Rental Car Facilities" or "RAC Facilities" shall mean any facilities used by RACS and their customers together with all associated infrastructure improvements along with the operation and maintenance of such facilities or any other rental car program related purpose.

1.11 "Transaction Day" shall mean that period of time a car is rented for twenty-four or fewer hours plus a grace period not to exceed two hours for the initial or first Transaction Day, and any portion of one or more additional twenty-four hour

period(s) for each Transaction Day thereafter. If a RAC imposes a rental charge to the customer during the grace period, then such grace period shall be treated as an additional Transaction Day.

**SECTION II.** Findings and Purpose.

2.1 The City finds that:

2.1.1 The City owns and controls that certain airport and air navigation facility located in Leon County, State of Florida, and known as Tallahassee International Airport; and

2.1.2 The Airport promotes a strong economic base for the community, assists and encourages world trade opportunities and is of valid importance to the health, safety, and welfare of the State of Florida; and

2.1.3 The operation of the Airport as a public facility attracting scheduled airline passengers who use car rental facilities at the Airport imposes financial responsibility on the Airport for its facilities and operations; and

2.1.4 The Airport will require substantial expenditure for capital investment, operation, maintenance, and development of the RAC Facilities to meet the future demand of customers using the Airport and its facilities; and

2.1.5 It is in the Airport's best economic interest, and likewise in the interest of the car rental customers and RACS, that the Airport adopt a CFC program as identified in this resolution to maintain, improve and further expand the RAC Facilities of the Airport; and

2.1.6 In establishing and implementing the CFC program, the car rental customers using the Airport should contribute to a greater degree toward the development and improvement of RAC Facilities; and

2.1.7 The fees implemented by this resolution are reasonable for the use of the Airport and RAC Facilities by the general public.

2.2 The purpose of this resolution is to enact a CFC program consistent with the above findings and this resolution and the regulations published pursuant thereto shall be liberally construed to effectuate the purposes expressed.

**SECTION III.** Car Rental Customer Facility Charge

3.1 A CFC in the amount of $4.50 per Transaction Day shall be imposed on each rental car transaction at the Tallahassee International Airport. The Charge Effective Date shall be established by the Director and shall not be more than forty-five (45) days following the adoption of this Resolution. Notification, in writing, regarding the Charge Effective Date shall be provided by the Director to the RACS within ten (10) days following the adoption of this Resolution.

3.2 The Director may adjust the amount of the CFC from time to time, on not less than thirty (30) days' written notice to the RACS, to pay the costs and expenses of financing, planning, designing, constructing, equipping, operating and maintaining the RAC Facilities or to pay costs and expenses associated with any other rental car related program or purpose the Director deems appropriate; provided, however, the CFC shall not, without further City Commission action, exceed the lesser of : (i) the highest CFC (expressed per Transaction Day) levied at any other similarly situated airport in the United States, or (ii) the amount of ten dollars ($10.00) per Transaction Day, with such maximum amount to be adjusted annually, on the anniversary date of the Charge Effective Date, based on the change in the Consumer Price Index (U.S. City Average, All Urban Consumers, All Items); and provided further, the aggregate amount to be collected by way of the CFC shall not exceed the costs to finance, plan,

design, construct, equip, operate and maintain the RAC Facilities and the costs of such other rental car related program(s) and purposes the Director deems appropriate.

3.3 The CFC authorized by this resolution shall continue until terminated by separate action of the City.

3.4 The CFC fees charged by RACS shall be identified on a separate line on the car rental customer contract, before taxes, and shall be described as the "Facility and Operation Fee". Said CFC is not included in the definition of Gross Receipts under the Vehicle Rental Concession Agreements executed by each RAC.

3.5 The City Manager is authorized to execute the necessary documents for implementation of the CFC program on behalf of the City and Airport.

**SECTION IV.** Eligible Projects

4.1 The CFC shall be used to pay, or reimburse the Airport, for the costs associated with the RAC Facilities, and to include all costs, fees, and expenses associated with the rental car program; with the financing, planning, designing, constructing and equipping of Car Rental Facilities; or for any other rental car program related purpose the Director deems appropriate. Eligible costs for the related facilities and equipment shall

include operating and maintenance costs in addition to the foregoing costs. Nothing herein shall be construed to make fees or costs incurred in tenant improvements for space exclusively used by a RAC ineligible.

**SECTION V.** Collections

5.1 All CFC's collected by RACS are and shall be trust funds held by the RACS for the benefit of the Airport. RACS and their agents hold only a possessory interest in the

CFC's and no legal or equitable interest. All RACS shall segregate, separately account for and disclose all CFC's as trust funds in their financial statements. Failure to segregate the CFC's shall not alter or eliminate their trust fund nature. The RACS shall maintain adequate records, in full conformance with generally accepted accounting principles, which account for all CFC's charged, collected and remitted to the Airport. The City shall have the right to audit the CFC records upon reasonable notice.

5.2 The RACS shall be entitled to no compensation for collection of the CFC.

5.3 The RACS shall collect the CFC from each car rental customer at the time payment is first made under any agreement with the customer. The RACS shall collect the CFC fee for each qualifying rental car Transaction Day, as defined herein. RACS shall remit all CFC's on a monthly basis to the Airport together with the monthly statement of transactions and Transaction Days, regardless of whether or not the full amount of the CFC was actually collected from the car rental customer. The CFC's shall be remitted by the last day of the month following the month the CFC's were collected. Failure to strictly comply with this subparagraph shall be considered a material breach of the RACS's authorization to do business at the Airport.

**SECTION VI.** Violations.

6.1 In the event any RAC violates any term or condition of this resolution, the Airport may exercise any rights or remedies allowed by law or equity.

**SECTION VII.** Effective Date.

7.1 This Resolution shall be effective upon its adoption by the City Commission and publication once in the official paper, the Tallahassee Democrat.

**SECTION VIII.** Savings Clause

8.1 In the event any phrase, clause, sentence, paragraph, or paragraphs of this resolution is declared invalid for any reason, the remainder of this resolution shall not be invalidated, but shall remain in full force and effect, all parts of this resolution being declared separable and independent of all others. In the event that a judgment is entered, and all appeals exhausted, which judgment finds, concludes or declares this resolution is unconstitutional or is otherwise invalid, the CFC authorized by this resolution shall be suspended and terminated as of the date of declaration of unconstitutionality.

Adopted by the City Commission of the City of Tallahassee, Florida, this 8th day of July, 2015.

CITY OF TALLAHASSEE

By: _____
Andrew D. Gillum
Mayor

ATTEST:

By: _____
James O. Cooke, IV
City Treasurer-Clerk

APPROVED AS TO FORM:

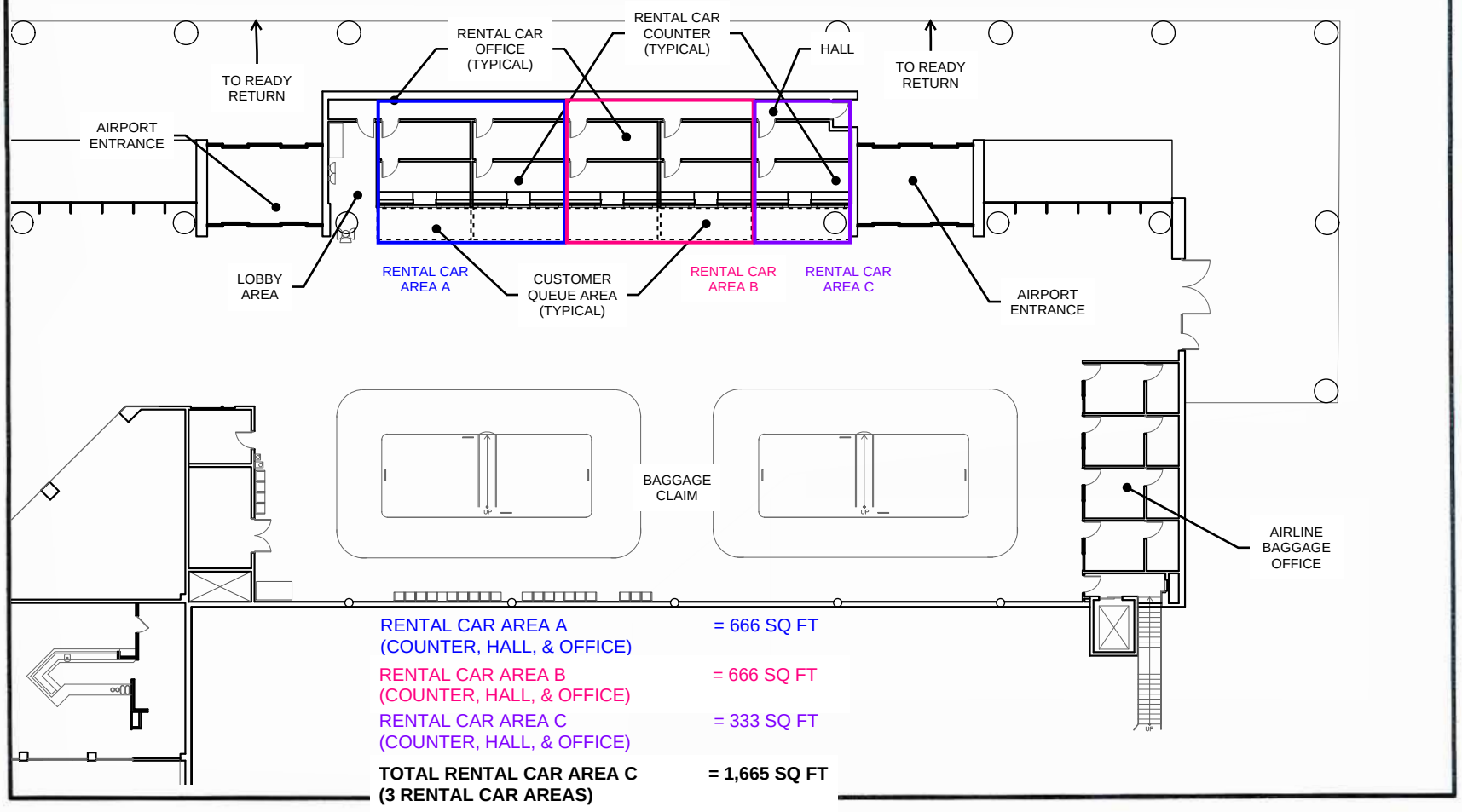
By: _____
Lewis E. Shelley
City Attorney

TALLAHASSEE INTERNATIONAL AIRPORT

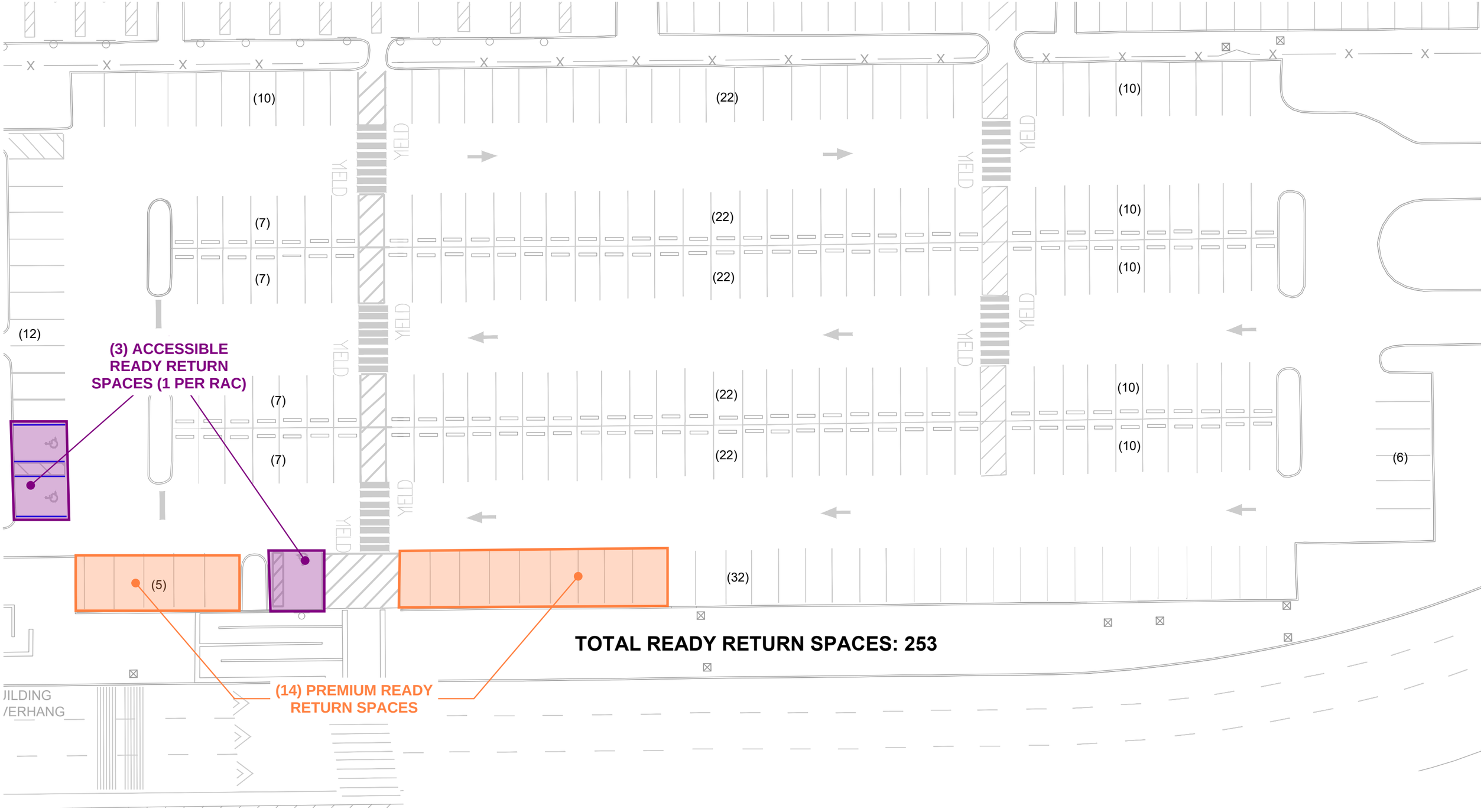
# TALLAHASSEE INTERNATIONAL AIRPORT
# CONCOURSE LEVEL - RENTAL CAR/BAGGAGE CLAIM

**In-Terminal Concession Counter and Office Space**

June 2026 | **Exhibit B-1**

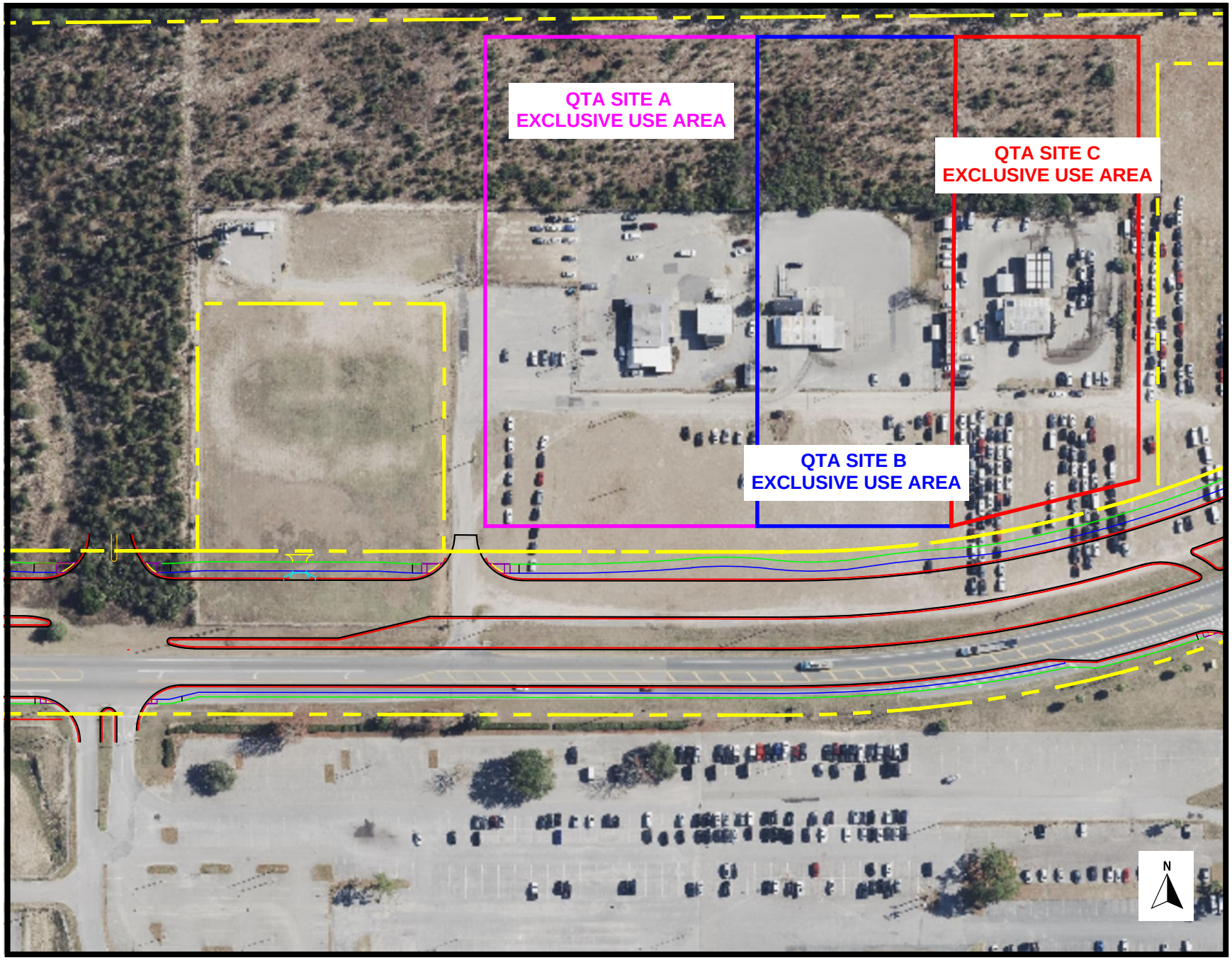



| | |
|---|---|
| RENTAL CAR AREA A (COUNTER, HALL, & OFFICE) | = 666 SQ FT |
| RENTAL CAR AREA B (COUNTER, HALL, & OFFICE) | = 666 SQ FT |
| RENTAL CAR AREA C (COUNTER, HALL, & OFFICE) | = 333 SQ FT |
| **TOTAL RENTAL CAR AREA C (3 RENTAL CAR AREAS)** | **= 1,665 SQ FT** |



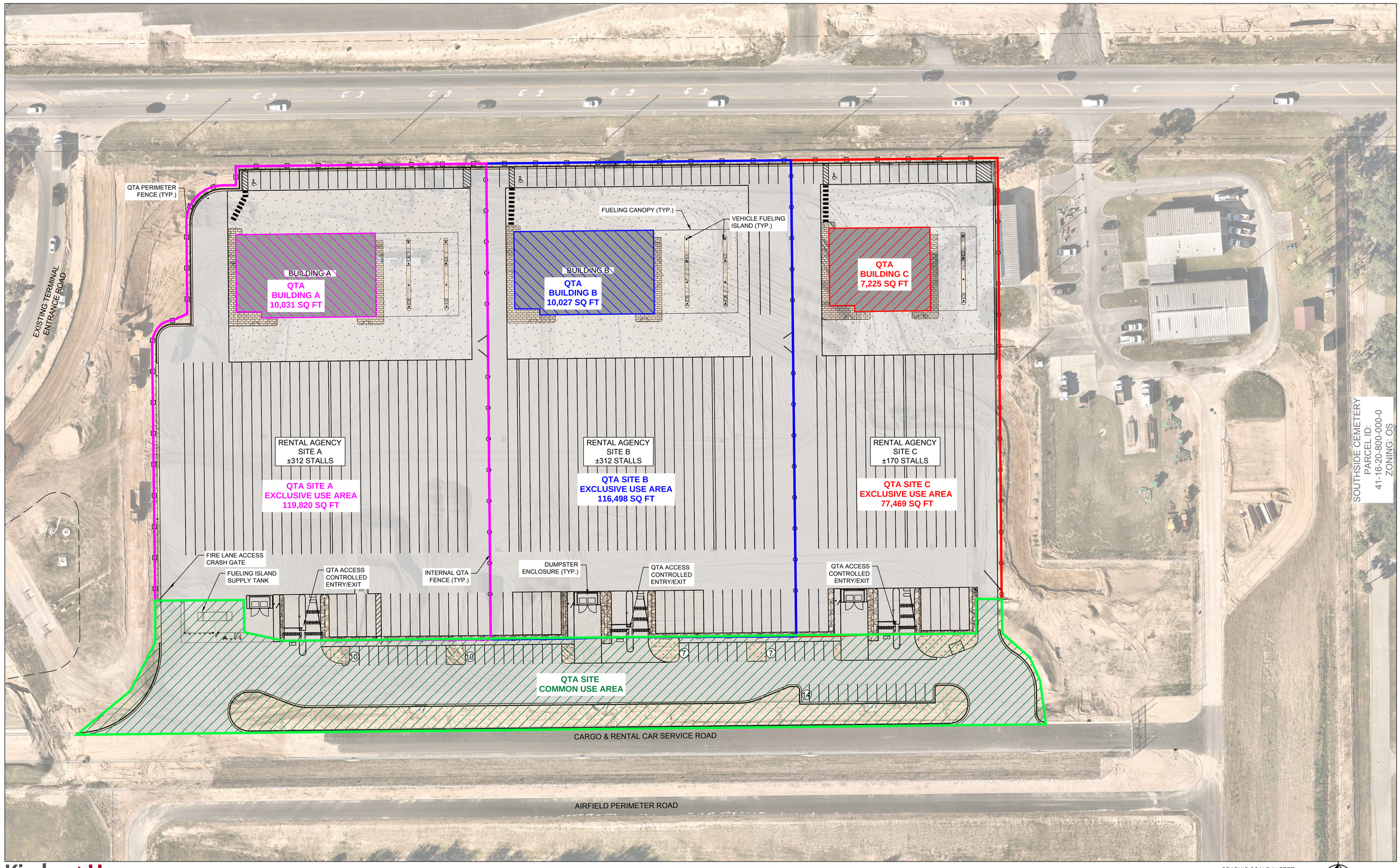

NOT TO SCALE

| | | |
|---|---|---|
| **EXHIBIT B-2**<br>JUNE 2026 | TLH READY RETURN SPACES | TALLAHASSEE INTERNATIONAL AIRPORT |




TALLAHASSEE INTERNATIONAL AIRPORT

TALLAHASSEE INTERNATIONAL AIRPORT
EXHIBIT B-3 - EXISTING QUICK-TURNAROUND
(QTA) FACILITY SITE PLAN




Kimley»Horn

# TALLAHASSEE INTERNATIONAL AIRPORT
# EXHIBIT B-4, NEW QTA FACILITY SITE PLAN

GRAPHIC SCALE IN FEET
0 20 40 80

NORTH

Exhibit C-1

Penalties for Non-Compliance

| Requirement | Liquidated Damages |
|---|---|
| Documented loud or inappropriate language, unprofessional or rude behavior from employees | $250.00 per occurrence |
| Improper solicitation or use of parking spaces | $250.00 per occurrence |
| Counter location(s) not open during scheduled hours of operation | $500.00 per hour, or portion thereof, during which counter is not open as scheduled |
| Employees leaving unattended vehicles parked curbside in front of the terminal building for any period of time | $500.00 per occurrence |
| Failure to immediately return the badge of a terminated employee to the Operations Division's badging office or as otherwise required by the Director of Aviation in his or her sole discretion | $500.00 per occurrence |
| Failure to wear required uniforms and name tags while on duty in all work areas, including Rental Car Counters, Ready Return Parking Lot, and QTA Service Facility | $500.00 per occurrence |
| Failure to maintain on the Airport an adequate number of rental vehicles available for rent and sufficient to meet the public demand for both scheduled and projected unscheduled rentals (walk-ups) | $500.00 per occurrence after two (2) warnings |
| Failure to comply with any provision of this Agreement | $500.00 per occurrence |

**Pro forma Example**

# EXHIBIT D-1
# TALLAHASSEE INTERNATIONAL AIRPORT
# VEHICLE RENTAL CAR CONCESSION AND LEASE AGREEMENT
# LEASE SUMMARY

**RENTAL CAR AGENCY:** **Rental Car Agency #1**

**CONTRACT:** XXXXXXX

**RFP No. XXXXXXX**

**TERM :** Ten (10) years, Beginning on the Commencement Date, with Two (2) Five (5)-year options to extend

**BASE RATES:**

| | | | |
|---|---|---|---|
| $75.12 | $55.11 | $62.77 | $55.11 |
| In-terminal Space | Ready Return Spaces | Premium Ready Car Spaces | LT Parking Spaces |
| Existing QTA | Existing QTA | Existing QTA | |
| $0.40 | $0.29 | $7.65 | |
| Improved Land | Unimproved Land | Service Building | |
| New QTA | New QTA | New QTA | |
| $0.40 | $35.00 | $0.25 | |
| Ground Rent | Building Rent | Fuel Flowage Fee | |

**RATE ADJUSTMENT:**

The Land Lease Rate, Fuel Flowage Fee, Ready Return Spaces and any other rentals and fees charged by the City for use of the Leased Premises shall be adjusted annually based upon the change to the Consumer Price Index for All Urban Consumers (CPI-U): U.S. City Average, All items (unadjusted). The index number to be used shall be the latest figure published closest to the anniversary date of each adjustment. The base index shall be determined on the Commencement Date of this Agreement and shall not exceed a three percent (3%) increase for any given adjustment year.

**Effective:** XX/XX/XX

**FUEL FLOWAGE FEE:**

The Fuel Flowage Fee shall be paid in arrears and shall be applicable for all fuel pumped by Lessee's employees for the purpose of fueling Lessee's rental car vehicles from the Airport-owned Vehicle Fueling System within the New QTA Facility. Lessee shall pay $0.25/gallon for all fuel pumped by its employees.

**CONCESSION FEE RATE:** Greater of the Percentage Fee of 10% of Gross Receipts or the Minimum Annual Guarantee

**SPECIAL NOTE:** **MINIMUM ANNUAL GUARANTEE [MAG]**

| | | Annual | Monthly |
|---|---|---|---|
| | | $0.00 | $0.00 |
| 1st Year | XX/XX/XX to XX/XX/XX | $0.00 | $0.00 |
| 2nd Year | XX/XX/XX to XX/XX/XX | $0.00 | $0.00 |
| 3rd Year | XX/XX/XX to XX/XX/XX | $0.00 | $0.00 |
| 4th Year | XX/XX/XX to XX/XX/XX | $0.00 | $0.00 |
| 5th Year | XX/XX/XX to XX/XX/XX | $0.00 | $0.00 |

**Effective:** XX/XX/XX

**NOTES:**

1. MAG shall be annually adjusted and shall be the greater of 85% of the previous year's audited Gross Receipts or the previous year's MAG. The adjusted annual MAG during the Term shall never be less than the initial Agreement Year MAG.
2. Concession fees are payable monthly on or before the twentieth (20th) calendar day of the following month.
3. Fuel flowage report of gallons sold, along with payment, shall be due within ten (10) days following the end of each month for the preceding month.
4. Fair market value lease rates have been established by a State-Certified General Appraiser retained by the City to conduct a Market Ground and Building Rent Analysis for the New QTA Facility. These rates shall become effective upon the City's receipt of the Certificate of Occupancy for the New QTA Facility and shall be subject to adjustment in accordance with the Agreement. This Lease Summary will be updated and attached to the final Agreement prior to execution.
5. The current Customer Facility Charge (CFC) is $7.00; however, this amount may be amended in accordance with Resolution No. 15-R-18.

**EXHIBIT D-2**

**RFP-089-26-RR - RE-BID ON-VEHICLE RENTAL CONCESSIONS TALLAHASSEE INTERNATIONAL AIRPORT**

**CAR RENTAL CUSTOMER FACILITY CHARGE (CFC)**

# MONTHLY STATEMENT OF TRANSACTIONS AND TRANSACTION DAYS

Rental Car Agency: _____

For the Month Ended: _____
Month-Year

## RENTAL CAR TRANSACTION DAYS

| | |
|---|---|
| Total Transaction Days | |
| Less Non-Qualifying Transaction Days: | |
| _____ (Provide Description) | |
| _____ (Provide Description) | |
| _____ (Provide Description) | |
| Total Qualifying Transaction Days (A) | |

| | |
|---|---|
| **CFC COLLECTION RATE** (B) | $ 7.00 |
| **CFC FEE DUE** (A) x (B) | $ - |

Send the Monthly Statement and Remittance by the last day of the month following the month the CFC's were collected to:

Tallahassee International Airport Attn:
Finance & Administration 3300
Capital Circle SW - Suite 1
Tallahassee, FL 32310
AviationFinanceAdmin@talgov.com

# EXHIBIT E-1

## REQUIRED FEDERAL PROVISIONS

A. Compliance with Nondiscrimination Provisions. During the performance of this Agreement, the LESSEE, for itself, its assignees, and successors in interest (hereinafter collectively referred to as "LESSEE") agrees as follows:

1. **Compliance with Regulations:** The LESSEE will comply with the Title VI List of Pertinent Nondiscrimination Acts and Authorities, as they may be amended from time to time, which are herein incorporated by reference and made a part of this Agreement.

2. **Non-discrimination:** The LESSEE, with regard to the work performed by it during the term of this Agreement, will not discriminate on the grounds of race, color, national origin, creed, sex, age, or disability in the selection and retention of subcontractors, including procurements of materials and leases of equipment. The LESSEE will not participate directly or indirectly in the discrimination prohibited by the Nondiscrimination Acts and Authorities, including employment practices when the contract covers any activity, project, or program set forth in Appendix B of 49 CFR Part 21 including amendments thereto.

3. **Solicitations for Agreements, Including Procurements of Materials and Equipment:** In all solicitations, either by competitive bidding, or negotiation made by the LESSEE for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential subcontractor or supplier will be notified by the LESSEE of the LESSEE's obligations under this Agreement and the Nondiscrimination Acts and Authorities on the grounds of race, color, or national origin.

4. **Information and Reports:** LESSEE will provide all information and reports required by the Acts, the Regulations, and directives issued pursuant thereto and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the sponsor or the Federal Aviation Administration to be pertinent to ascertain compliance with such Nondiscrimination Acts and Authorities and instructions. Where any information required of a LESSEE is in the exclusive possession of another who fails or refuses to furnish the information, the LESSEE will so certify to the LESSOR or the Federal Aviation Administration, as appropriate, and will set forth what efforts it has made to obtain the information.

5. **Sanctions for Noncompliance:** In the event of a LESSEE's noncompliance with the nondiscrimination provisions of this contract, the LESSOR will impose such sanctions as it or the Federal Aviation Administration may determine to be appropriate, including, but not limited to withholding payments to the LESSEE under the Agreement until the LESSEE complies, and/or cancelling, terminating, or suspending the Agreement, in whole or in part.

6. **Incorporation of Provisions:** The LESSEE will include the provisions of paragraphs one through six of this Exhibit B, Section (A) in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Regulations, and directives issued pursuant thereto. The LESSEE will take action with respect to any contract or procurement as the LESSOR or the Federal Aviation Administration may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if the LESSEE becomes involved in, or is threatened with litigation by a subcontractor, or supplier because of such direction, the LESSEE may request the LESSOR to enter into any litigation to protect the interests of the LESSOR. In addition, LESSEE may request the United States to enter into the litigation to protect the interests of the United States.

B. Real Property Acquired or Improved Under the Airport Improvement Program. The LESSEE for itself, its heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that in the event facilities are constructed, maintained, or otherwise operated on the property described in this Agreement for a purpose for which a Federal Aviation Administration activity, facility, or program is extended or for another purpose involving the provision of similar services or benefits, the LESSEE will maintain and operate such facilities and services in compliance with all requirements imposed by the Nondiscrimination Acts and Regulations listed in the Title VI List of Pertinent Nondiscrimination Acts and Authorities (as may be amended) such that no person on the grounds of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities.

C. Construction/Use/Access to Real Property Acquired Under the Activity, Facility or Program. The LESSEE for itself, its heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that (1) no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities, (2) that in the construction of any improvements on, over, or under such land, and the furnishing of services thereon, no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination, and (3) that the LESSEE will use the premises in compliance with all other requirements imposed by or pursuant to the List of discrimination Acts And Authorities.

D. Title VI List of Pertinent Nondiscrimination Acts and Authorities. During the performance of this Agreement, the LESSEE, for itself, its assignees, and successors in interest (hereinafter referred to as the "contractor") agrees to comply with the following non-discrimination statutes and authorities; including but not limited to:

i. Title VI of the Civil Rights Act of 1964 (42 U.S.C. § 2000d *et seq*., 78 stat. 252), (prohibits discrimination on the basis of race, color, national origin);

ii. 49 CFR Part 21 (Non-discrimination in Federally-Assisted Programs of The Department of Transportation—Effectuation of Title VI of The Civil Rights Act of 1964) including amendments thereto;

iii. The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 U.S.C. § 4601), (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);

iv. Section 504 of the Rehabilitation Act of 1973, (29 U.S.C. § 794 *et seq*.), as amended, (prohibits discrimination on the basis of disability); and 49 CFR Part 27 (nondiscrimination on the Basis of Disability in Programs or Activities receiving Federal Financial Assistance);

v. The Age Discrimination Act of 1975, as amended (42 U.S.C. § 6101 *et seq*.) (prohibits discrimination on the basis of age);

vi. Airport and Airway Improvement Act of 1982 (49 USC § 47123), as amended (prohibits discrimination based on race, creed, color, national origin, or sex);

vii. The Civil Rights Restoration Act of 1987 (PL 100-209) (broadened the scope, coverage, and applicability of Title VI of the Civil Rights Act of 1964, the Age Discrimination Act of 1975, and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms "programs or activities" to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are Federally funded or not);

viii. Titles II and III of the Americans with Disabilities Act of 1990 (42 U.S.C. § 12101, *et seq.*) (prohibits discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities) as implemented by Department of Transportation regulations at 49 CFR Parts 37 and 38; and

ix. Title IX of the Education Amendments of 1972, as amended, which prohibits you from discriminating because of sex in education programs or activities (20 U.S.C. 1681, *et seq*.).

E. General Civil Rights Provision. In all its activities within the scope of its airport program, the LESSEE agrees to comply with pertinent statutes, Executive Orders, and such rules as identified in Title VI List of Pertinent Nondiscrimination Acts and Authorities to ensure that no person shall, on the grounds of race, color, national origin, creed, sex, age, or disability be excluded from participating in any activity conducted with or benefiting from Federal assistance. This provision is in addition to that required by Tile VI of the Civil Rights Act of 1964.

If the LESSEE transfers its obligation to another, the transferee is obligated in the same manner as the LESSEE. The above provision obligates the LESSEE for the period during which the property is owned, used or possessed by the LESSEE and the airport remains obligated to the Federal Aviation Administration.

F. Right of Re-entry. In the event of breach of any of the above Nondiscrimination covenants, LESSOR will have the right to terminate the Agreement and to enter, re-enter, and repossess said lands and facilities thereon, and hold the same as if the Agreement had never been made or issued.

G. Subcontracts. LESSEE agrees that it shall insert the above six provisions (Section (A) through Section (F)) in any agreement by which LESSEE grants a right or privilege to any person, firm, or corporation to render accommodations and/or services to the public under this Agreement.

H. ACDBE. This agreement is subject to the requirements of the U.S. Department of Transportation's regulations, 49 CFR Part 23. LESSEE agrees that it will not discriminate against any business owner because of the owner's race, color, national origin, creed, sex, age, or disability in connection with the award or performance of any concession agreement, management contract, or subcontract, purchase or lease agreement, or other agreement covered by 49 CFR Part 23. LESSEE agrees to include the preceding statements in this Paragraph H in any subsequent concession agreement or contract covered by 49 CFR Part 23 that it enters and cause those businesses to similarly include the statements in further agreements.

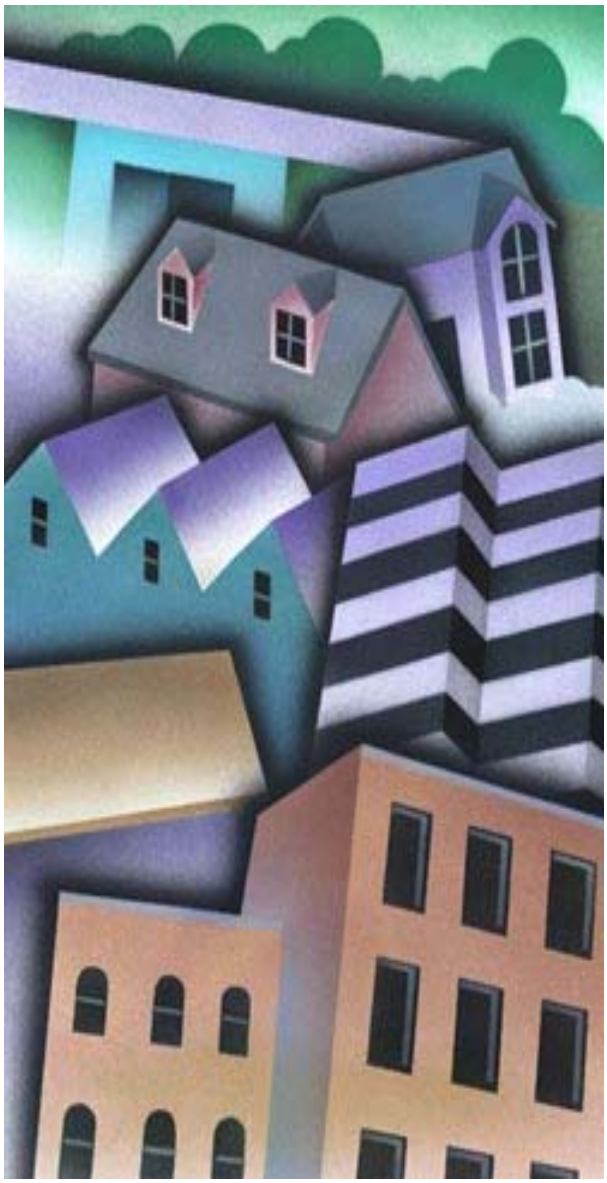
Exhibit F-1
Special Purpose Survey

(To be attached)

## Exhibit G-1, Responsibilities Checklist
## Rental Car Quick Turn-Around Service Facility

| # | Component | Current Maintenance | | Proposed Improvements | | Proposed Maintenance | | Notes |
|---|---|---|---|---|---|---|---|---|
| | **QUICK-TURNAROUND AREA** | | | | | | | |
| | | Owner | Tenant | Owner | Tenant | Owner | Tenant | |
| | **GENERAL** | | | | | | | |
| 1 | Demolition of Existing Facilities at current lease space | N/A | N/A | X | | X | | Excludes removal of underground tanks, other contaminants and any equipment to be kept by tenant |
| 2 | Existing Facilities Environmental Phase I & II Assessment | N/A | N/A | X | | X | | To be completed prior to site demolition |
| 3 | Existing Facilities Contamination Remediation (As required by assessment) | | X | | X | | X | To be completed prior to site demolition |
| 4 | Existing Facilities removal of underground fuel tanks including closure assessment and closure | | X | | X | | X | To be completed prior to site demolition |
| | **SITE / COMMON USE** | | | | | | | |
| 5 | Roadway - road connection between existing ready/return and QTA | X | | X | | X | | |
| 6 | Roadway - QTA frontage road and fire access area | | X | X | | X | | |
| 7 | Fuel Fleeting/Defleeting Area | | X | X | | X | | |
| 8 | Common Use landscaping and irrigation | X | | X | | X | | |
| 9 | Common Use roadway and site lighting | X | | X | | X | | New Item - roadway and site lighting in common areas |
| 10 | Security and access control equipment/system - Airport | X | | X | | X | | New Item - Airport access control hardware for pedestrian and vehicular gates |
| 11 | Security camera system - Airport | X | | X | | X | | New Item - Airport security camera system |
| 12 | Roadway Signage | X | | X | | X | | Roadway signage in common areas |
| 13 | QTA perimeter security fence | | X | X | | X | | Department of Transportation (DOT) guard rail and 10' height chain-link fence (East side) |
| | **SITE / LEASE PREMISES** | | | | | | | |
| 14 | QTA and vehicle storage area pavement | | X | X | | X | | |
| 15 | Striping of vehicle storage and stacking areas | | X | X | | | X | Coordinate with tenants to accommodate desired layout (9' typical lanes, 10' lanes at light poles) |
| 16 | Trash Pick-Up and Dumpster Areas | | X | X | | | X | |
| 17 | General Utility Improvements - Water, Sewer, Gas, and Electric | | X | X | | | X | City maintains everything up to the meter. Tenant responsible for everything beyond the meter within leased premises and for setting up utility services with respective providers. |
| 18 | Telecom/Fiber Utility Connection | | X | | X | | X | Owner to provide conduits to service each RAC facility for bringing in Phone or Data connections and to include conduit for tenants parking lot communication. Communications wiring branching from each IT/Data room is tenants responsibility. |
| 19 | Site lighting in QTA and vehicle storage areas | | X | X | | | X | 5 foot candle average, with 3 foot candle minimum. Tenant paying for electricity and replacing bulbs. |
| 20 | Site lighting at fuel/vacuum island | | X | X | | | X | Minimum 50 foot candles - high efficiency type fixture - tenant paying for electricity and replacing bulbs |
| 21 | Security and access control equipment/system - RAC | | X | | X | | X | Each tenant responsible for security/access control system within their tenant leasehold area. |
| 22 | Security camara system - RAC | | X | | X | | X | Each tenant responsible for CCTV system within their tenant leasehold area. |
| 23 | QTA vehicle access security equipment | | X | X | | | X | Includes powered plate barriers (Spike Systems or similar) and gate arms at exit lanes to be operated by card reader (by tenant); double row of passive tiger teeth at entrance with reverse loop plate barrier |
| | **BUILDING** | | | | | | | |
| 24 | Building Shell/Roof - carwash/admin/maintenance building | | X | X | | X | | Concrete Masonry Unit (CMU) structure with precast concrete panel roof system |
| 25 | Pre-engineered metal canopy over fuel islands | | X | X | | X | | Canopy facia material/finish per airport direction |
| 26 | Concrete slab - carwash/admin/maintenance building | | X | X | | X | | Repairs to slab/drains to be responsibility of owner unless through negligence of tenant. |
| 27 | Trench Drains | | X | X | | | X | Trench drains to be cleaned/maintained by tenant. |
| 28 | Fire Sprinkler System - carwash/admin/maintenance building | | X | X | | X | | Code required system |
| 29 | HVAC System - carwash/admin/maintenance building | | X | X | | | X | |
| 30 | Employee restroom, janitor's room, and water fountain for RAC administrative space | | X | X | | | X | Separate Men's & Women's restroom room with sink and toilet. Separate janitor's room with mop sink |
| 31 | RAC administrative space finishes | | X | X | | | X | Finishes for admin spaces, including (electrical/communications conduit, wiring & outlets, IT closets, ductwork and diffusers, lighting, ceiling, gyp board & point, flooring, vestibules, etc.)be provided in coordination with agencies. Wall framing within administrative space to be coordinated with agencies. |
| 32 | RAC administrative space furniture and fixtures | | X | | X | | X | Within each tenants administrative space |
| | **SPECIALTY SYSTEMS** | | | | | | | |
| 33 | Fuel System - Above ground fuel tank | | X | X | | X | | 12,000 gal tank |
| 34 | Fuel System - Two (2) fuel nozzles per fuel dispensing line | | X | X | | X | | |
| 35 | Fuel System - Fuel Monitoring System | | X | X | | X | | Leak detection and usage inventory. Dispenser to have dual pulsars so can connect Control Module for remote monitoring. Empty conduit needs to be provided for these systems. |
| 36 | Equipment rooms to house reclaim system, vacuum systems and fluids | | X | X | | | X | All equipment contained in Equipment rooms to be maintained by Tenant. IE. Reclaim system, vacuum systems and fluids |
| 37 | Carwash System - vapor proof lighting within wash bays | | X | X | | | X | Wall packs, 5-10 foot candles |
| 38 | Carwash System - prewash area at entrance of wash bay | | X | X | | | X | High pressure blasters by carwash manufacturer |
| 39 | Carwash System - equipment packages | | X | X | | | X | RAC industry standard drive thru package with blowers and reclaim system |
| 40 | Vacuum System - hose reels at each vacuum station | | X | X | | | X | Industry standard equipment to include WWF and air |
| 41 | Vacuum System - Piping for air hose reel | | X | X | | | X | Per code and industry standards |
| 42 | Vacuum System | | X | X | | | X | 2 drops at each fuel position, 1 unit per building |
| 43 | Stainless Steel Windshield Washer Fluid (WWF) piping materials and installation | | X | X | | | X | |
| 44 | Windshield Washer Fluid Tank | | X | X | | | X | |
| 45 | Air compressors | | X | X | | | X | tire filling, carwash and WWF pumps, 1 unit per building |
| 46 | Convenience power outlet at each lane of fuel island | | X | X | | | X | located on canopy columns |
| 47 | Maintenance Bay - Car Lift, Wheel Balancer, and Tire Changer Equipment | | X | X | | | X | |

CURETON JOHNSON &
ASSOCIATES, LLC
REAL ESTATE SERVICES



*Residential and Commercial*
*Real Estate Appraisal Services*

*Telephone: 850.386.3720*
*Fax: 850.385.7626*

# *A Market Ground Rent & Building Rent Analysis*

## *Of*

***Non-Aeronautical Land-Outside the Fence***
***Containing 7.204± Acres, 313,787± SF***
***(Future Rental Car***
***Quick Turn Around Facility)***

***Located At***

***Tallahassee International Airport***
***3300 Capital Circle SW***
***Tallahassee, Leon County, Florida***

## *For*

***Tallahassee International Airport***
***Attn: Ms. Victoria Maleszewski, C.M.***
***Manager - Properties & Development***
***3300 Capital Circle SW***
***Tallahassee, FL 32310***

***Date of Value - As Is***
***December 1, 2024***

***Date of Value - As Completed***
***December 1, 2025***

***Date of Report***
***May 5, 2025***

***Cureton Johnson File #241273***
***City of Tallahassee PO#: COTLH-0001082045***

# *CURETON JOHNSON & ASSOCIATES, LLC*

***REAL ESTATE SERVICES***
***1358 Thomaswood Drive, Tallahassee, Florida 32308***
***Phone: 850.386.3720 Fax: 850.385.7626***

*WAYNE R. (CHIP) JOHNSON II, MAI*
*STATE-CERTIFIED GENERAL APPRAISER*
*NO. RZ0002407 (FL) - 297403 (GA)*

*JASON HART*
*STATE-CERTIFIED RESIDENTIAL APPRAISER*
*NO. RD0007028*

*CHAD TAYLOR*
*STATE-CERTIFIED RESIDENTIAL APPRAISER*
*NO. RD0007284*

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*DREW M. GUY*
*STATE-CERTIFIED GENERAL APPRAISER*
*NO. RZ4534*

*PIERCE JOHNSON*
*STATE-CERTIFIED REGISTERED TRAINEE*
*NO. RI25805*

*MARK A. PARENT*
*STATE-CERTIFIED REGISTERED TRAINEE*
*NO. RI25991*


May 5, 2025

Tallahassee International Airport
Attn: Ms. Victoria Maleszewski, C.M.
Manager - Properties & Development
3300 Capital Circle SW
Tallahassee, FL 32310

Re: A **Market Ground Rent & Market Building Rent Analysis** of a 7.204± acre, or 313,787± square foot (Non-Aeronautical Land - Outside the Fence, a.k.a. Rental Car Quick Turn Around Facility), proposed to be improved with 27,283 SF of building area and site improvements; and located at the Tallahassee International Airport. The property is more particularly described in this report.

Dear Ms. Maleszewski:

At your request we have completed the appraisal of the aforementioned property located in Leon County, Florida. The property is more specifically described in the body of this report. The purpose of this appraisal is to estimate the market ground rent and market building rent of the leased fee estate for the subject parcel in question. Market rent and leased fee interest are defined in the accompanying report.

It should be mentioned that this is a **Market Ground Rent & Market Building Rent Analysis**, which contains several specific assumptions that may impact the value reported. The assumptions made are set forth within the attached report along with the general assumptions and limiting conditions. By accepting our report, you agree to the assumptions and conditions as noted. We hope that you find the enclosed appraisal report clear, logical and adequately documented in the conclusions reached.

Based on the inspection of the subject property and the investigation and analysis undertaken, we have formed the opinion that, as of the date of value stated herein; and subject to the assumptions and limiting conditions set forth in this report and *subject to satisfactory completion of the proposed building and site improvements*, the subject property has a market lease rate as follows:

| MARKET VALUE CONCLUSION | | | | | |
|---|---|---|---|---|---|
| **Parcel ID** | **Premise** | **Parcel Type** | **Size** | **Lease Type** | **Market Lease Rate** |
| **Rental Car QTA Facility** | **As Is** | **Outside the Fence** | **313,787± SF** | **Ground Rent** | **$0.40/SF-$0.51/SF Annually** |
| **Rental Car QTA Facility** | **As Complete** | **Outside the Fence** | **27,283± SF** | **Building Rent Base & Fees** | **$75.00/SF Annually** |

As agreed, the scope of this analysis is limited to an estimate of fair market building and ground rent for a non-aeronautical parcel (outside the fence) at the Tallahassee International Airport. The intended user is the City of Tallahassee and the TLH Airport. The intended use of this analysis is to provide a basis for reviewing existing rental rates and for a reference in the future negotiations for leasing the parcel in question. It should be noted that the rental rates are one of several factors that are considered in leasing vacant properties and other factors influence the negotiations, including items such as term of the lease, capital expenditures and overall benefit to the public.

In our analysis, we considered appropriate rental methods to determine fair market rent for the aviation-affiliated property. Based on this analysis, we have determined market research to be the appropriate method of determining fair market rent for the property in question. This analysis includes an estimate of the fair market annual land (ground) rental rate and an estimate for the fair market building rental rate for this non-aeronautical property and based on a comparison with other rental rates for similar properties within the competitive market area. When ground rent comparables were scarce or non-existent, we performed a valuation of the fee simple land value and applied an appropriate (market-extracted) land capitalization rate to the land value, to ultimately conclude a market ground rental rate.

Market rent (sometimes used a synonym for economic rent or fair rental value) is defined as “The most probable rent that a property should bring in a competitive market reflecting all conditions and restrictions of the lease agreement, including permitting uses, use restrictions, expense obligations, concessions, renewal and purchase options (if applicable) and tenant improvements. *(Appraisal Institute, The Dictionary of Real Estate Appraisal, 7th Edition, Chicago, IL, 2022, P. 140)*. In accordance with your guidelines, the results of our analysis are being presented to you in letter or restricted use format. Data has been retained in our files where applicable. It should also be noted that the user or reader of this report may not understand how we arrived at our conclusions without access to our file, which is restricted to the client only.

Should you have any questions, please contact us at your convenience. We appreciate having had the opportunity to be of service to you.

Respectfully submitted,



Wayne R. Johnson II, MAI
State-Certified General Appraiser RZ2407

## PREFACE TO REPORT

**Preface:** We have been asked by our client, City of Tallahassee - Tallahassee International Airport, to estimate the market ground rent and the market building rent for airport-affiliated property, situated "Outside the Fence" of the Tallahassee International Airport; in Tallahassee, Leon County, Florida.

*Note: The total land area within the subject property is 313,787 SF (ground lease area) and 27,283 SF (building lease area), for a total of 341,070 SF, or 7.83 acres+. However, the client has requested that a separate market rate be placed on the ground lease area and the building lease area (which also represents the actual building area).*

*Note: Capital Circle SW is the main arterial which provides access to the Tallahassee International Airport and to the immediate subject area. This roadway is in the process of being upgraded and widened from two-lanes to multi-lanes and as a divided suburban parkway (including bicycle and pedestrian paths). The project is funded by the Florida Department of Transportation and Blueprint 2000. The legs most proximate to the airport are some of the last to be upgraded of the 20 year+ project. Improvements to CCSW are not scheduled to occur until the second five-year period from the date of this valuation. Until Capital Circle is upgraded, private sector properties will be comparatively stagnant or in a "holding pattern.."*

*Note: During the time-frame until Capital Circle is upgraded, capital improvements to the airport are scheduled and if funded, are expected to enhance the appeal for the airport properties. That enhancement in appeal can reasonably be expected to be compounded by the subsequent improvements to the roadway system serving the facility.*

*Note: It should be noted that we were not provided a survey of the subject property (only a site sketch). Moreover, should such survey depict any major discrepancies, encroachments, or adverse easements, we reserve the right to revise this appraisal. In addition, we assume the site size provided by the client are accurate and therefore reserve the right to revise this report if a survey should depict otherwise.*

*Note: Due to the nature of the use of the subject property and the inherent risks associated with such use, there is a reasonable probability that site contamination may exist. Unless otherwise stated in this report, we have no knowledge of any hidden or unapparent conditions of the subject site, (including wetlands or unsuitable soil), or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the subject site more or less valuable. It should be stated that Cureton Johnson & Associates, LLC are not engineers and are not qualified to provide a soil assessment or detect the existence of potentially hazardous material or underground storage tanks which may be present on or near the site. For purposes of this analysis, Cureton Johnson & Associates, LLC has specifically assumed that the property is not affected by any unsuitable soils, wetlands, or hazardous materials and/or underground storage tanks that may be present on or near the property. Thus, we have not been provided any environmental audit for the property and therefore assume that no site contamination exist. Should it be found otherwise, this valuation may be subject to revision.*

*Note: As noted previously, the subject of this valuation is a ground rent analysis. According to the 2013 Public Use Airport's Rates and Charges Analysis (FL Department of Transportation), a ground lease is defined as: "a long-term lease of airport land in which a tenant is allowed to occupy and develop the land during the lease period. After the lease expires, the land with all improvements, buildings and other structures typically reverts back to the owner (airport)."*

*Note: It should be noted that the we were provided a site plan map of the subject property, but not a survey or title abstract. Should a current survey depict any major land size differences or any encroachments not stated within this report, this valuation may be subject to revision.*

| | |
|---|---|
| **DATE OF VALUE:** | December 1, 2024 (Market Ground Rent - As Is) |
| **DATE OF VALUE:** | December 1, 2025 (Market Building Rent - As Completed) |
| **DATE OF REPORT:** | May 5, 2025 |
| **PROPERTY TYPE:** | Subject property is comprised of 7.204± acre portion of a parent tract of 2,180.70± acres and affiliated with the Tallahassee International Airport. The subject of this valuation is identified as the North End Airfield - Project Alpha property, which is "inside the fence" of the Tallahassee International Airport. |
| **PROPERTY LOCATION:** | Tallahassee International Airport is located along the south side of Capital Circle SW (SR 263), directly in between Blountstown Highway (SR 20) and Crawfordville Road (U.S. 319). More generally, the subject is located in the southwest quadrant of Leon County, approximately five mile southwest of the Capitol Complex (downtown), in Tallahassee, Leon County, FL. |
| **LEGAL DESCRIPTION:** | The parent tract is legally described via lengthy metes and bounds descriptions in Sections 7-8, 15-22 of Township 1 South, Range 1 West; Leon County, Florida. |
| **APPRAISAL PURPOSE:** | To estimate the market ground rent and market building rent for the parcel in question, applicable to the ensuing 5-year period on a basis of per square foot or per acre and as defined by the Office of the Controller of the Currency under 12 CFR, Part 34, Subpart C. |
| **INTENDED USE OF REPORT:** | For the sole purposes of assisting the client for internal evaluation purposes. |
| **OWNER OF RECORD:** | According to the Leon County Public Records, the subject property(s) is currently owned by:<br><br>*City of Tallahassee*<br>*300 South Adams Street*<br>*Tallahassee, FL 32301* |
| **NEIGHBORHOOD:** | The subject neighborhood boundaries are best defined as: Pensacola Street to the north, Capital Circle Southwest to the west and south and Lake Bradford/Springhill Road the east. |
| **TAX IDENTIFICATION NUMBER:** | 41-07-20-801-0000 (Parent Tract: Airport Property) |
| **LAND SIZE:** | |
| **Ground Rent Area:** | 7.204 Acres, or 313,787 Square Feet ± |
| **Building Rent Area:** | 0.626 Acre, or 27,283 Square Feet ± |
| **Total Land Area:** | 7.830 Acres, or 341,070 Square Feet ± |
| **ZONING/LAND-USE CATEGORY:** | |
| **Zoning:** | *GO-2 Governmental Operational Heavy Infrastructure District*. |
| **Future Land Use:** | *GO, Governmental Operational* |

| | |
|---|---|
| **IMPROVEMENTS DESCRIPTION:** | The subject parcel is currently improved with asphalt-paving. Upon completion of improvements, the subject parcel is proposed to be improved with: three (3) building areas comprised of 10,031 SF, 10,027 SF and 7,225 SF (per client), with each building including office areas, mechanical and storage areas, as well as carwash system areas, fueling system areas and maintenance system areas. The subject site will also be improve with extensive site improvements including: airfield security & perimeter fencing, QTA internal gate systems, pedestrian gates, fueling canopies, fueling islands, staging areas (paved), a fuel supply tank area, access control gates, concrete sidewalks and curbing, landscaping islands, bollards, etc. |
| **HIGHEST & BEST USE:** | |
| **As Though Vacant:** | Aeronautical Affiliated Existing and Future Uses |
| **MARKET RENT:** | |
| **(Market Ground Rent):** | **$0.40/SF-$0.51/SF (Land), or $125,515 to $160,031 Per Year** |
| **(Market Building Rent):** | **$75.00/SF (Building - Base & Fees), or $2,046,225 Per Year** |

We certify that, to the best of our knowledge and belief, . . .

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, unbiased professional analyses, opinions and conclusions.
- We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved.
- Our compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
- Our analyses, opinions and conclusions were developed and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- As of the date of this report, Wayne R. Johnson II has completed the requirements of the continuing education program required by the Florida Department of Business and Professional Regulation and for the Appraisal Institute.
- We have made a personal inspection of the property that is the subject of this report.
- The appraiser has provided a sketch in the appraisal report to show approximate dimensions of improvements and the sketch is included only to assist the reader in visualizing the property and understanding the appraiser's determination of its size.
- No personal property, unless specifically indicated, has been included in our value conclusion. Only the real estate has been considered.
- No engineering survey was made or caused to be made by the appraisers and any estimates of fill or other site work are based on visual observation. Therefore, accuracy is not guaranteed.
- No soil tests were made or caused to be made by the appraisers. Soil of the subject parcel appears to be firm and solid, typical of the area; and subsidence in the area is unknown or uncommon. The appraisers, however, cannot warrant against such condition or occurrence.
- The description and condition of physical improvements, if any, described in this valuation are based on visual observation. Since engineering tests were not conducted, no liability can be assumed for soundness of structural members.
- All value estimates are contingent on zoning regulations and land-use plans in effect as of the date of appraisal and based on information provided by governmental authorities and employees. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconforming use has been stated, defined and considered in the valuation.
- A concerted effort was made to verify each comparable sale noted in this report. Since many principals, however, reside out of the area, or entities for which no agent could be contacted within the allotted time for completion of this report, certain sales may not have been verified.
- No responsibility is assumed for legal matters concerning this report, nor is any opinion rendered concerning title, which is assumed to be good and merchantable. The property is assumed to be free and clear of all liens or encumbrances, unless specifically enumerated within this report.

- No one provided significant real property appraisal or appraisal consulting assistance to the person signing this certification.
- The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand.
- No responsibility is assumed for the flood maps used in this report. These maps lack detail. Only licensed surveyor can determine the subject property's flood zone status with precise accuracy.
- It is assumed that the utilization of the land and improvements is within the boundaries of property lines of the property described and that there is no encroachment or trespass unless in the report.
- The value estimated in this report is base on the assumption that the property is not negatively affected by any hazardous substances or detrimental environmental conditions. The appraiser is not an expert in the identification of hazardous substances or detrimental environmental conditions. The appraiser's routine inspection of and inquiries about the subject property, did not develop any information that indicated any apparent, significant hazardous substances or detrimental environmental conditions which would affect the property negatively. It is possible that the test and inspections made by a qualified hazardous substance and environmental expert would reveal the existence of hazardous materials and environmental conditions on, or around, the property that would negatively affect its value.
- This certificate is in accordance with the Uniform Standards of Professional Appraisal Practice Standard Rule 2-3. It is not certification under Florida Real Estate License Law Chapter 475. Wayne R. Johnson II is a Florida State Certified General Real Estate Appraiser, No. RZ0002407.
- Wayne R. Johnson II, MAI, has not appraised the subject property, or provided any other real estate-affiliated consulting services within the past three years of this valuation date.

This is to certify that, upon the request for valuation by our client, we have personally inspected, collected and analyzed data concerning the subject property and appraised the leased fee interest of the above captioned real property.

It is our opinion, based on the facts presented in this report that the Market Value of the subject property, on the date of this report, is:

| MARKET VALUE CONCLUSION | | | | | |
|---|---|---|---|---|---|
| **Parcel ID** | **Premise** | **Parcel Type** | **Size** | **Lease Type** | **Market Lease Rate** |
| **Rental Car QTA Facility** | **As Is** | **Outside the Fence** | **313,787± SF** | **Ground Rent** | **$0.40/SF - $0.51/SF Annually** |
| **Rental Car QTA Facility** | **As Complete** | **Outside the Fence** | **27,283± SF** | **Building Rent Base & Fees** | **$75.00/SF Annually** |



Wayne R. Johnson II, MAI
State-Certified General Appraiser RZ2407

| | |
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| **General Value Conditions:** | Unless otherwise specifically stated, the value given in this appraisal report represents our opinion of the market value as of the date specified. The market value of the real estate is affected my market and economic conditions, both local and national and will vary as these conditions change. This value, unless so stated, is gross, without consideration given to any encumbrance, restriction or question of title.<br><br>The value for land and improvements as contained within this report are constituent parts of the total value reported and neither is to be used in making a summation appraisal by combination with values derived from other sources. |
| **Use of the Appraisal:** | Possession of this report or a copy thereof does not carry with it the right of publication nor may it be used for any purpose by any one but the client for whom it was made without the consent of our office and undersigned or the client. Unauthorized printing, copying or duplication of any part or in total of this report is specifically prohibited by the undersigned and Cureton Johnson & Associates, LLC. Copies may be obtained from the undersigned upon approval of the undersigned, the firm, or our client.<br><br>Acceptance of and/or use of this appraisal in any way, constitutes acceptance of the General Assumptions and Limiting Conditions on which it was based. Our responsibilities are complete upon delivery and acceptance of the appraisal report. |
| **Data:** | The description of the improvements to the property as well an any income and expense information of the subject property as submitted by the client or his assignees for this appraisal or has been obtained by our office is considered to be accurate and reflects the subject as of the date of this appraisal. We assume no responsibility for the accuracy of information supplied by others.<br><br>The information contained in this report including any information furnished by others to our office is not guaranteed but was gathered from reliable sources which are believed to be accurate. We reserve the right to reconsider any value estimate to the extent justified by subsequent discovery of any inaccuracies in any data or the discovery of any new data which could result in a revised value estimate. |
| **Legal Considerations:** | The legal description used in this report is assumed to be correct. However, it may not necessarily have been confirmed by survey. No responsibility is assumed in connection with a survey or for encroachments, overlapping or other discrepancies that might be revealed thereby. We have not made a survey and assume no responsibility for any survey which may be presented.<br><br>We assume no responsibility for matters legal in nature and title t the property is assumed to be marketable. In addition, unless stated to the contrary, the property is appraised as an unencumbered fee simple estate which is not used in violation of acceptable ordinances, statutes or other governmental regulations.<br><br>All mortgages, liens and any other encumbrances to the title of the subject property have been disregarded unless specified within the appraisal report. The subject property has been appraised as though managed under responsible ownership and competent management. |

| | |
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| **Conditions Unapparent to the Appraiser:** | We assume that no hidden or unapparent conditions of the property, subsoil or structure, contamination by hazardous material of any type exist which would render it more of less valuable than the comparable properties used in this report. |
| **Zoning and Licenses:** | It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconforming use has been stated, defined and considered in the valuation. Unless otherwise noted, it is assumed that no encroachments or violations exist within the subject property. Furthermore, it is assumed that the subject property complied with all applicable federal, state and local environmental regulations and laws unless noncompliance is stated, defined and considered in the valuation.<br><br>This appraisal is based upon the assumption that all required licenses and/or permits, consents or other legislative or administrative authority from any local, state or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based in a timely manner and without unusual cost. |
| **American with Disabilities Act (ADA):** | The American with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the varied detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the act. If so, this fact could have a negative impact on the value of the property. Since we do not direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in estimating the value of the property. |

**Appraisal Development and Reporting Process:** The appraisal process encompasses the necessary research and analysis to prepare a complete appraisal in accordance with the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation. This appraisal involved inspecting the subject site, the general comparable market area and the subject neighborhood.

Investigations were made of various economic indicators and other market sources to determine the strengths and weaknesses of the economy as it affects the value of the subject property. Adequate economic and market data was sought and used if found, for a basis of supported market conclusions. Judgement was used in the absence of available data, or in instances when the collection of data was uneconomic in relation to the its importance to the valuation problem. The neighborhood overview was based upon an a physical inspection of the immediate area, our analysis of information obtained from our files and various sources, etc. Subject property information was obtained via inspection, public records, information provided by the client and our research and personal knowledge of the airport.

The highest and best use analysis and investigation was conducted using the Airport Layout Plan (ALP), the Airport Master Plan (AMP), the Tallahassee-Leon County 2030 Comprehensive Plan and the Land Development Code of the City of Tallahassee. We developed our opinions of market lease rates using a comparative analysis, based upon recent comparable leases of similar property, as influenced by the existing level of development at the Tallahassee International Airport and the characteristics of the immediate area surrounding the Southwest Quadrant of Leon County, FL. After the analysis and deliberation, opinions of market based leased rates were concluded. An appraisal report has been written in support of our findings and conclusions and was completed in conformity of the Uniform Standards of Professional Appraisal Practice (USPAP).

**Aeronautical Land:** The estimated rental rate for aeronautical land was primarily based on market research of rates and charges at similar airports on a regional basis. We have spoken with aviation consultants on a national basis, as well as reviewed local and national surveys of airport rates and charges. In addition, we have surveyed over 20 airports within the Southeastern United States.

Our aviation survey included a review of the method of establishing rental rates and charges. Generally, airport properties within Florida do not sell and, therefore, determining rental rates and charges based on capitalization rates and sales prices is not possible. There are two methods typically utilized to estimate rental rates: 1) market comparative analysis based on market research and 2) a comparison of non-airport (off-port) land values and improvement values to airport (on-port) properties.

It is our opinion that the on-port/off-port method of estimating rental rates for aeronautical property is a less reliable way of estimating market rents, especially when comparable airport rental information is available. Inherent in real estate is the “bundle of rights” that each property possesses. In most areas, aeronautical properties are owned by aviation authorities and may only be used by leasing the property. In addition to the ownership differences in non-aviation and aeronautical property, the permitted use of properties differ greatly. Generally, the FAA mandates that aeronautical properties may only be used for aeronautical related uses; therefore, it is difficult to quantify the impact of this restriction on airport properties and relate it to a unit of comparison for estimating rental rates with properties of different use.

Furthermore, “market rent” is specifically defined as the rent a property would command as indicated by the current rents paid and asked for similar property. It is our opinion that the restriction of use of aeronautical property is so finite that they cannot be compared to non-aviation property.

It is our opinion that market research produces the best method of estimating rental rates between similar property types. This method serves as the basis for our estimation of a fair market annual aeronautical land rental rate range for TLH.

With respect to the building rental rates, we surveyed both aeronautical and non-aeronautical markets to establish building rental comparables (including airport-affiliated and non airport-affiliated properties). In some cases, the buildings were delineated by area type and rates assigned to each building type as well. Given the lack of QTA rental car facilities leased in the subject market area prompted such methods of application.

As stated, our aviation survey included over 20 airports. These airports included a variety of general aviation to small hub commercial airports. Large and medium hub commercial airports were excluded from the survey. Our survey indicates that, although there is a wide variation in geographic locations and non-aviation property values throughout the state, there are several similarities in rental rates and charges for various components at general aviation airports. In our annual state-wide general aviation survey, the state has been divided into four geographic regions. Refer to the valuation section for the summary of our Florida general aviation airport survey.

The scope of our survey has included a mail questionnaire and personal telephone interviews with airport managers and fixed based operators (FBO). The primary focus of our survey was rental rates and charges for airport properties, including both aeronautical and non-aviation uses. The airports have been compared based on location, physical size, annual operations, based aircraft and fuel flowage. The valuation section of this report will further discuss the comparison of airport properties.

**General:** The Federal Aviation Administration mandates that airport operators, such as the City of Tallahassee, charge fair market rent for all airport property in an effort to make the facility as self sustaining as possible. The scope of this portion of the appraisal is to estimate the fair market annual rental rate for various parcels of aeronautical land at TLH. The aeronautical portion of TLH is classified as such due to the use restriction imposed by the Airport Layout Plan and location of the sites. As discussed in the airport overview section, TLH is classified as a non-hub commercial service, international airport based on the type of aeronautical activity at the airport.

As discussed in the Scope of the Appraisal, consistent with the definition of “market rent” and based on the availability of comparable rental information, it is our opinion that market research produces the best method of estimating market rental rates for aeronautical property. This method serves as the basis for our estimation of the fair market annual rental for the aeronautical land at TLH as described herein. TLH is a non-hub commercial service international airport in northwest Florida and our comparable rental analysis will focus on similar commercial service and general aviation airports in the region.

In our analysis, we considered the size, use and operation of TLH in the estimate of the fair market annual rent for the aeronautical land. In our analysis, the unit of comparison is annual land rent per square foot. Aviation parcels are typically leased on a net basis, with the tenant responsible for expenses associated with the activity and operation of the parcel. The existing aeronautical land leases at TLH are net leases in this manner.

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| **Definition of Market Value:** | The most probable price which a property should bring in an open and competitive market under all conditions requisite to fair sale, the buyer and seller each acting prudently and knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:<br><br>▸ buyer and seller are typically motivated<br>▸ both parties are well informed or well advised and acting in what they consider their own best interest<br>▸ a reasonable time is allowed for exposure in the open market<br>▸ payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto<br>▸ the price represents the normal consideration for the property sold unaffected by special or creative financing or sale concessions granted by anyone associated with the sale.[1] |
| **Appraisal Objective:** | To estimate the market ground rent and building rent for the parcel in question, applicable to the ensuing 5-year leased period and as defined by the Office of the Controller of the Currency under 12 CFR, Part 34, Subpart C. |
| **Intended Use of Report:** | For the sole purpose of assisting the clients in evaluating the subject property's market rental rates for internal evaluation purposes. |
| **Intended User or Client:** | This report has been prepared for use by the Tallahassee International Airport and the City of Tallahassee; and/or it's assigns. |
| **Date of Inspection:** | December 1, 2024 |
| **Effective Date of Value:** | December 1, 2024 (Ground Rent) & December 1, 2025 (Building Rent) |
| **Date of Report:** | May 5, 2025 |
| **Property Observation Performed By:** | Wayne R. Johnson II, MAI, State Certified General Appraiser #RZ2407 performed an observation of the subject premises on 12/01/2024. |
| **Property Rights Appraised:** | The interest appraised represents the leased fee estate. |
| **Definition of Leased Fee Estate:** | An ownership interest held by a landlord with the rights of use and occupancy conveyed by lease to others. The rights of the lessor (the leased fee owner) and the lessee are specified by contract terms contained within the lease.[2] |
| **Definition of Market Rent:** | The most probable rent that a property should bring in a competitive market reflecting all conditions and restrictions of the lease agreement, including permitting uses, use restrictions, expense obligations, concessions, renewal and purchase options (if applicable) and tenant improvements.[3] |

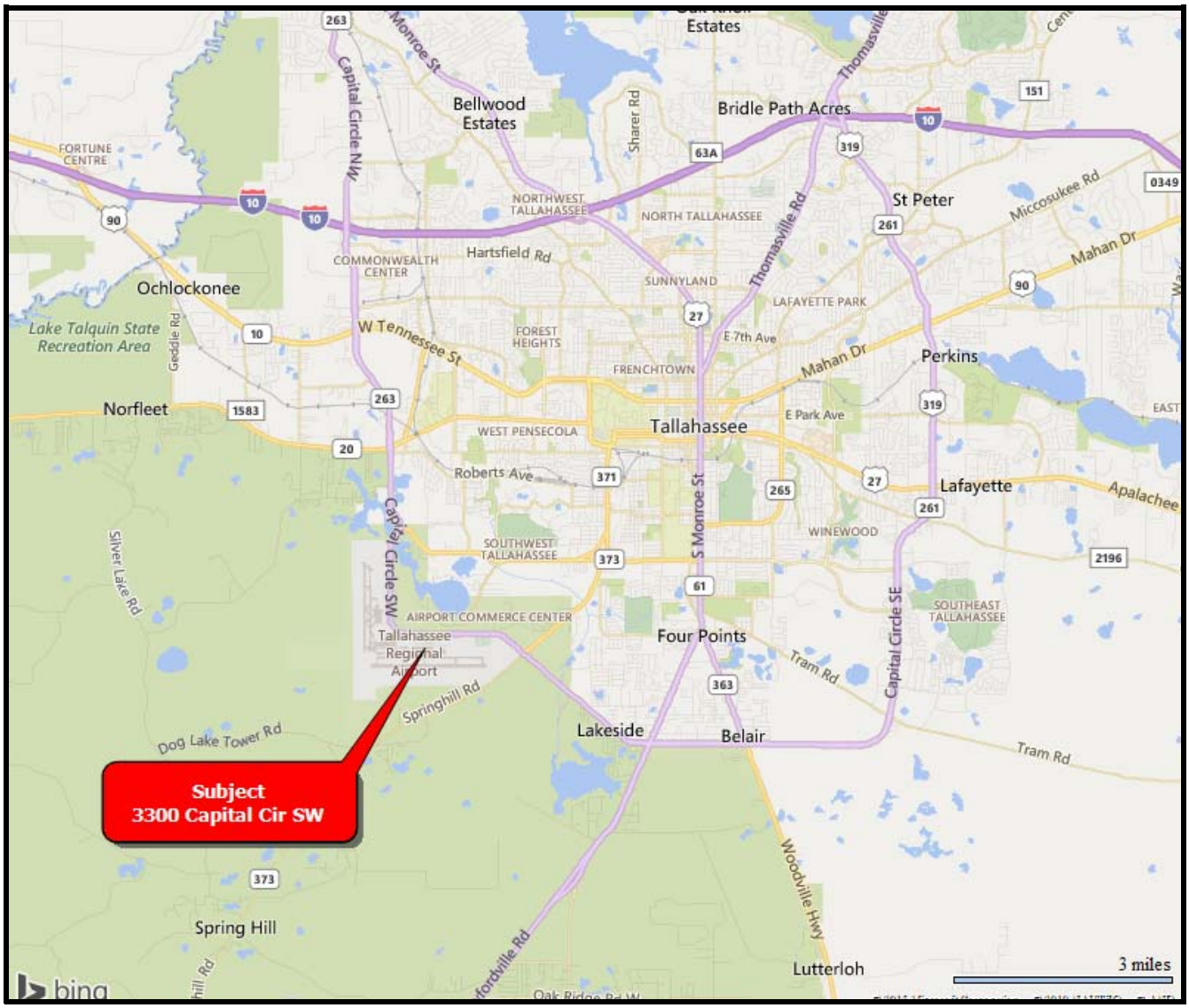
[1] The Dictionary of Real Estate Appraisal, 7th Edition, Page 111, Published 2022, by the Appraisal Institute, Chicago, IL

[2] Uniform Standards for Federal Land Acquisitions, Page 13, Published 2000, by the Appraisal Institute, Chicago, IL

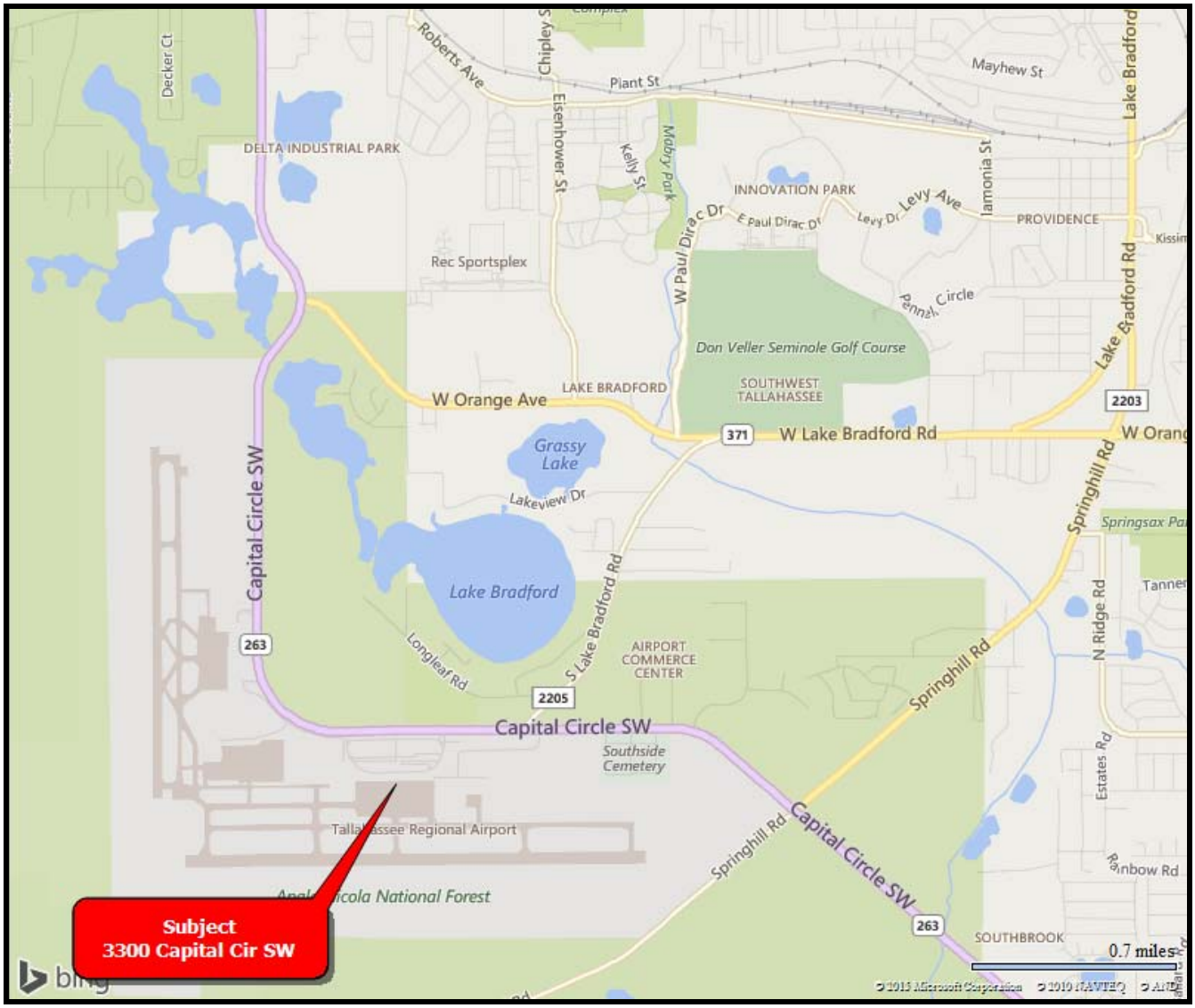
[3] The Dictionary of Real Estate Appraisal, 7th Edition, Page 121, Published 2022, by the Appraisal Institute, Chicago, IL

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| **Exposure Period:** | ***Exposure period*** is the general length of time that a property would have to be exposed for sale on the market, given that the property sold at market value. Exposure period is best defined in the *Dictionary of Real Estate Appraisal, 7th Edition, 2022*, as:<br><br>*1. The time a property remains on the market.*<br><br>*2. The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market. Exposure time is always presumed to occur prior to the effective date of the appraisal.* |
| **Marketing Period:** | In an advisory opinion, the Appraisal Standards Board (ASB) of the Appraisal Foundation *Advisory Opinion 7 (A)-7), Uniform Standards of Professional Appraisal Practice, 2024 Edition, Page A-14*, defines ***marketing period*** as:<br><br>*an estimate of the amount of time it might take to sell an interest in real property at its estimated market value during the period immediately after the effective date of the appraisal.* |
| **Conclusion:** | Based on previous sales information found in our appraisal files and based on conversations with local real estate brokers, the estimated exposure and marketing period for the subject property is estimated at **6 to 18 months**. |
| **External Forces Affecting Market Value:** | There were no factors found in our research or inspection that would indicate that conditions external to the subject site, were found that would negatively affect the value of the subject property. |

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| **General Property Description:** | The subject property is comprised of a portion of the Tallahassee International Airport-affiliated property, located "outside the fence" and situated at the northeast portion of the airport property. The property is within the airport facility boundaries, along the south side of Capital Circle SW just northeast of the main airport terminal.<br><br>The subject parcel is currently improved with asphalt-paving. Upon completion of improvements, the subject parcel is proposed to be improved with: three (3) building areas comprised of 10,031 SF, 10,027 SF and 7,225 SF (per client), with each building including office areas, mechanical and storage areas, as well as carwash system areas, fueling system areas and maintenance system areas. The subject site will also be improve with extensive site improvements including: airfield security & perimeter fencing, QTA internal gate systems, pedestrian gates, fueling canopies, fueling islands, staging areas (paved), a fuel supply tank area, access control gates, concrete sidewalks and curbing, landscaping islands, bollards, etc.<br><br>Tallahassee International Airport is located along the south side of Capital Circle SW (SR 263), directly in between Blountstown Highway (SR 20) and Crawfordville Road (U.S. 319). More generally, the subject is located in the southwest quadrant of Leon County, approximately five mile southwest of the Capitol Complex (downtown), in Tallahassee, Leon County, FL. |
| **Physical Address:** | TLH Airport: 3300 Capital Circle SW, Tallahassee, FL 32310 |
| **Assessor Parcel #:** | 41-07-20-801-0000 (Parent Tract: Airport Property) |
| **Legal Description:** | Lengthy metes and bounds descriptions in Sections 7-8, 15-22 of Township 1 South, Range 1 West; Leon County, Florida. |
| **Current Ownership:** | According to the Leon County Public Records, the subject property(s) is currently owned by:<br><br>*City of Tallahassee*<br>*300 South Adams Street*<br>*Tallahassee, FL 32301* |
| **Five Year History of Ownership:** | Per public records, none of the subject parcels have transferred with the past 20 years.<br><br>Please note the appendix of this report, which includes a brief sales history of the subject parcels. |
| **Current Agreement for Sale:** | It is our understanding that none of the subject property is currently listed for sale or under contract for sale. No "for sale" signs were noted upon our exterior inspection of the property. |




**Subject Location Map - General**




**Subject Location Map - Specific**



VIEW OF CAP CIRCLE SW – FACING WEST



VIEW OF INTERSECTION OF CCSW & TERMINAL ENTRANCE ROAD



VIEW OF TERMINAL ENTRANCE ROAD – FACING WEST



VIEW OF CAPITAL CIRCLE SW - EASTBOUND



VIEW OF NORTHWEST PORTION OF SITE



VIEW OF WESTERN PORTION OF SITE (FACING EAST)



VIEW OF INTERIOR (CENTRAL) PORTION OF SITE



VIEW OF NORTHEAST PORTION OF SITE



REAR VIEW SUBJECT SITE (SOUTH SIDE)



VIEW OF CARGO & RENTAL CAR SERVICE ROAD

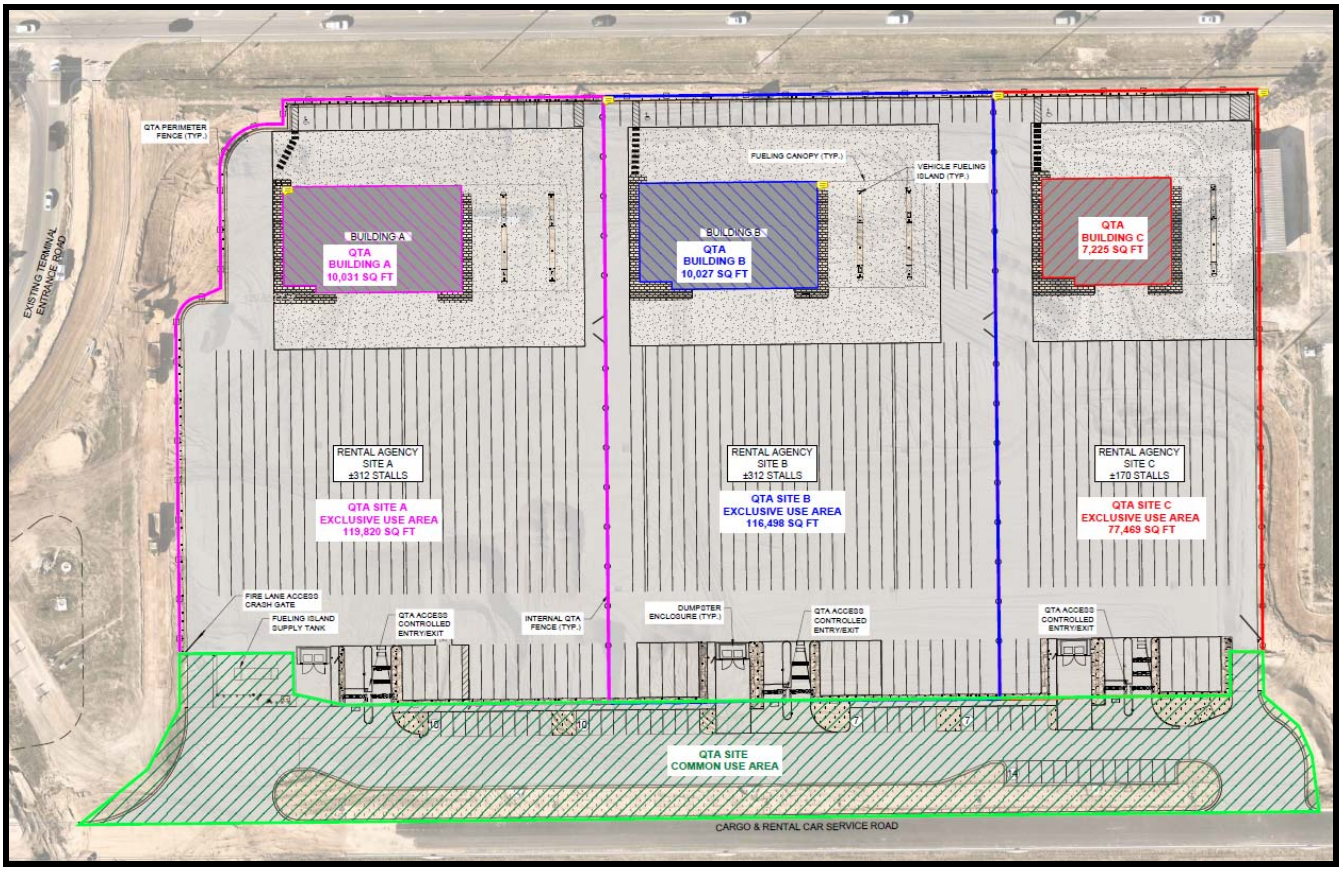


VIEW OF CARGO PORTION OF AIRPORT – FROM SUBJECT

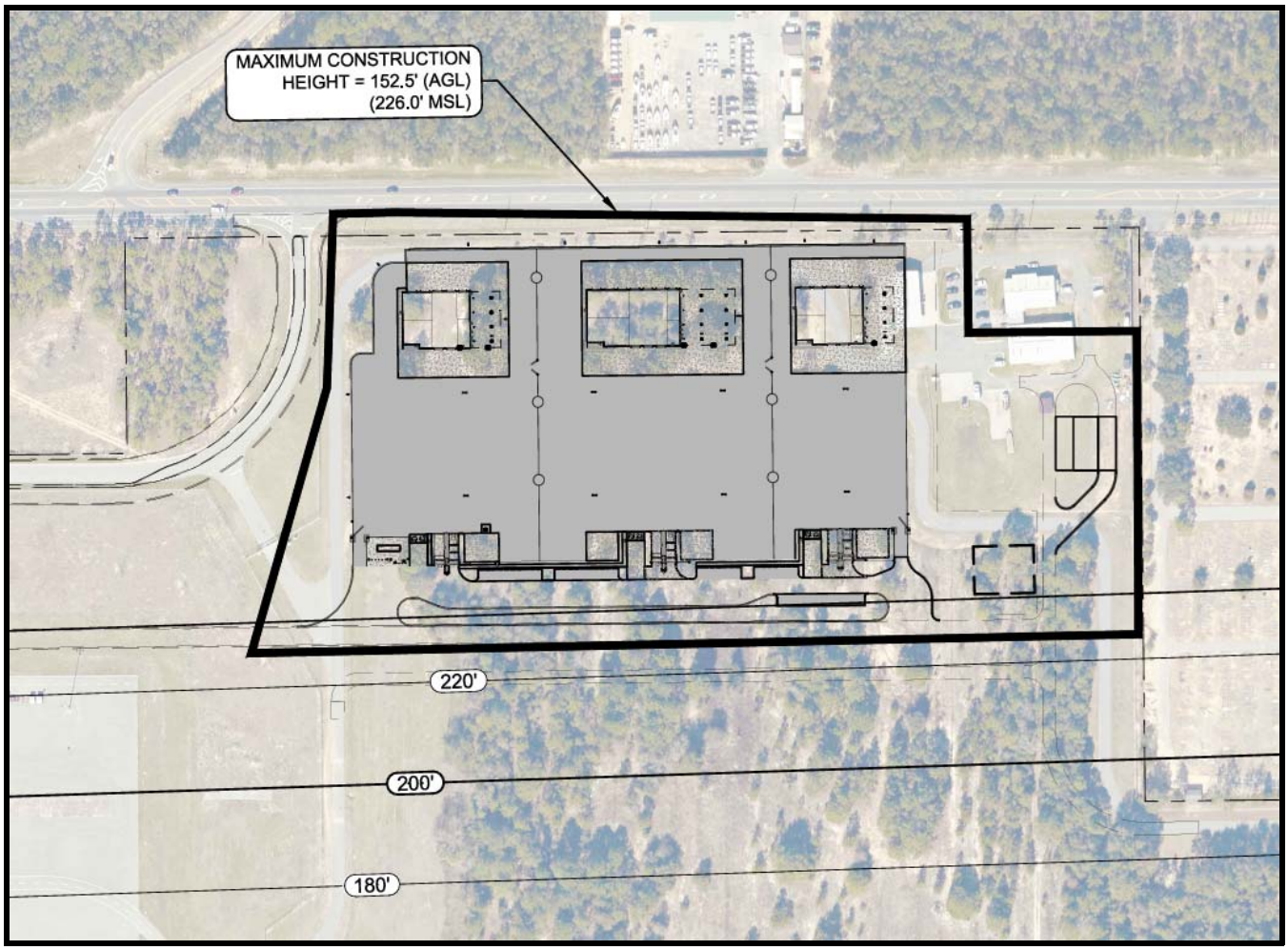


ADDITIONAL VIEW OF TERMINAL ENTRANCE ROAD

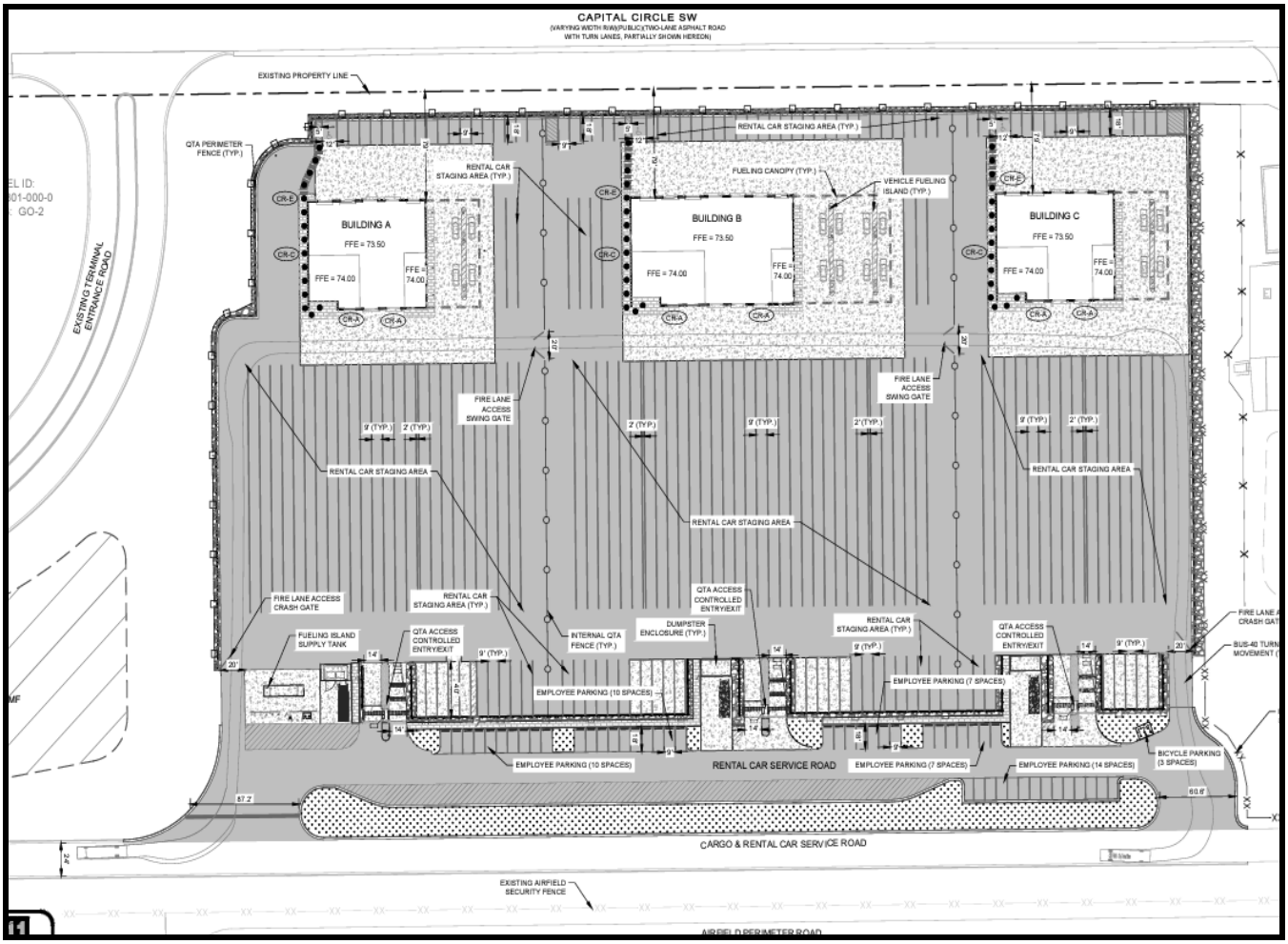
| | |
|---|---|
| **Overview:** | The subject property is comprised of a portion of the Tallahassee International Airport-affiliated property, located "outside the fence" and situated at the northeast portion of the airport property. The property is within the airport facility boundaries, along the south side of Capital Circle SW just northeast of the main airport terminal.<br><br>The subject parcel is currently improved with asphalt-paving. Upon completion of improvements, the subject parcel is proposed to be improved with: three (3) building areas comprised of 10,031 SF, 10,027 SF and 7,225 SF (per client), with each building including office areas, mechanical and storage areas, as well as carwash system areas, fueling system areas and maintenance system areas. The subject site will also be improve with extensive site improvements including: airfield security & perimeter fencing, QTA internal gate systems, pedestrian gates, fueling canopies, fueling islands, staging areas (paved), a fuel supply tank area, access control gates, concrete sidewalks and curbing, landscaping islands, bollards, etc.<br><br>Tallahassee International Airport is located along the south side of Capital Circle SW (SR 263), directly in between Blountstown Highway (SR 20) and Crawfordville Road (U.S. 319). More generally, the subject is located in the southwest quadrant of Leon County, approximately five mile southwest of the Capitol Complex (downtown), in Tallahassee, Leon County, FL. |
| **Land Size:** | **Ground Rent Area:** 7.204 Acres, or 313,787 Square Feet ±<br>**Building Rent Area:** 0.626 Acre, or 27,283 Square Feet ±<br>**Total Land Area:** 7.830 Acres, or 341,070 Square Feet ± |
| **Shape:** | The subject site has a generally rectangular shape. |
| **Access & Visibility:** | The subject is assumed to be accessed via fenced/secure access from the Tallahassee International Airport. The general public are not able to access "inside the fence" parcels without security clearance at the airport. Physical access is made via two (2) driveway connection (secured and gated) along the north side of the TLA Airport Cargo & Rental Car Service Road (890± feet of frontage). No access is provided, but the site does have 690± feet of frontage on the south side of Capital Circle SW. As noted previously, Capital Circle is in the process of being widened from two lanes to four to six lanes. |
| **Topography:** | The topography of the site is generally level In fact, elevations range from approximately 68 feet to 72 feet ± above mean sea level. None of the property appears to be encumbered by floodplain or wetlands. |
| **Soils:** | A soil analysis for the site has not been provided for the preparation of this appraisal. In the absence of a soil report, it is a specific assumption that the site has adequate soils to support the highest and best use. *It should be noted that a former landfill was a portion of the airport and it's peripheral parcels. Thus, we assume there to be no conditions that would cause atypical construction costs for development. If found otherwise, this valuation would be subject to revision.* |
| **Drainage:** | Upon inspection, we found no evidence of poor drainage or standing water. Per FEMA flood plain maps and National Wetland Inventory NWI maps, no floodplain or wetland areas were found in the subject property. However, we would suggest consulting a surveyor for exact flood zone boundaries, however, as our maps lack detail. |
| **Stormwater Retention Facility:** | The subject is afforded offsite stormwater retention, via an adjacent pond, situated just southwest of the subject site. We assume this pond is designed and built to code and is functioning properly according to it's intended design (we are not qualified or experienced to assess this circumstance). |



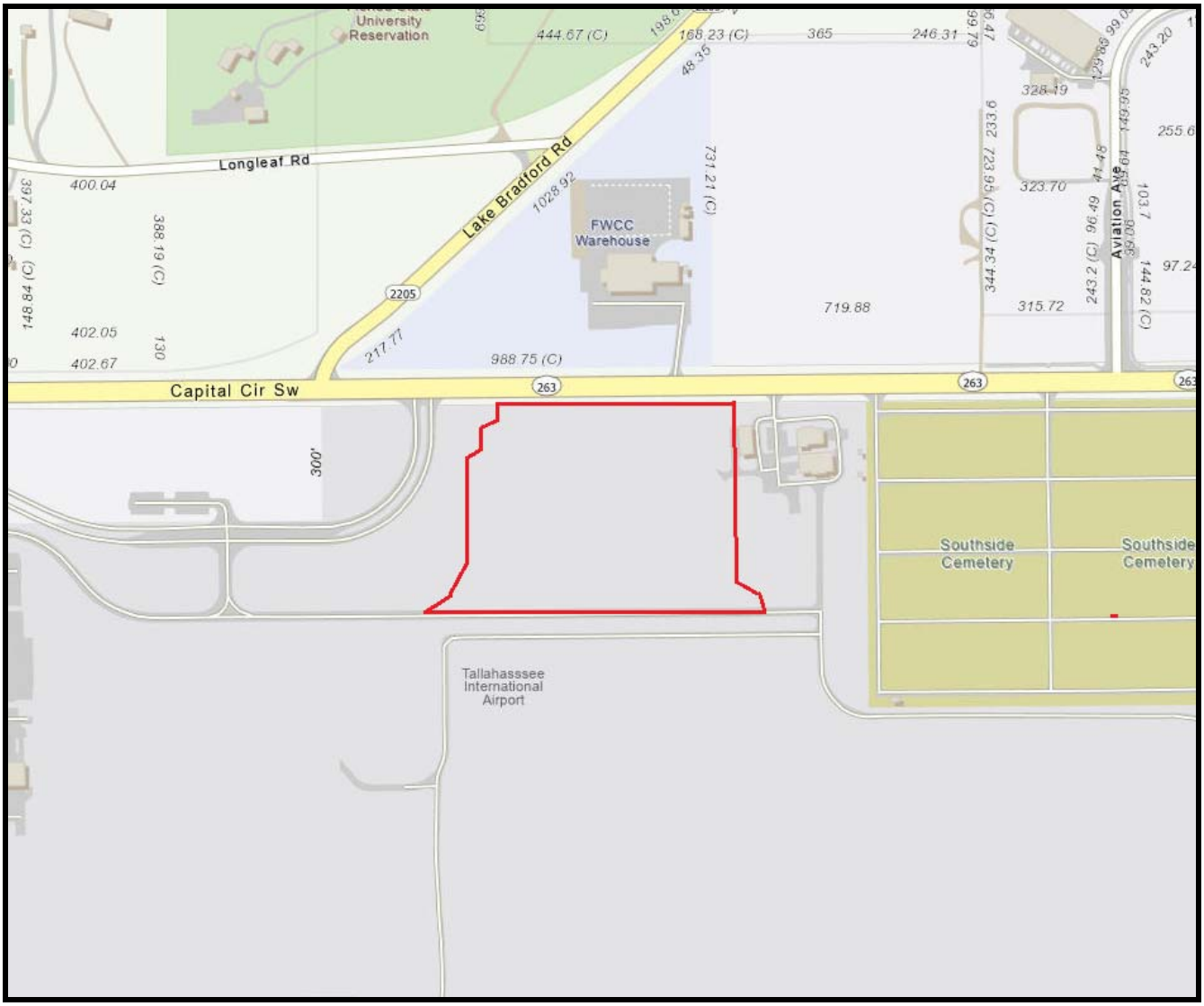

**Aerial Site Plan of Subject Property**




**Additional Aerial Site Plan of Subject Property**




**Subject Detailed Site Plan**




**Subject Property Plat Map**




**Subject Aerial Plat Map**

**Overview of Tallahassee Airport:**

**Tallahassee Regional Airport (TLH):** As discussed, the Tallahassee International Airport (TLH) is located in the City of Tallahassee in Leon County and is controlled by the City of Tallahassee. The airport property includes both aeronautical and non-aviation land.

The airport was originally built in 1961 and expanded in the late 1980's. In 1989, the City of Tallahassee finished construction and opened the airline passenger terminal that exists today at TLH. In 1994, a general aviation terminal was constructed to serve the needs of the area's GA pilots and aircraft owners. In 2000, the airline passenger terminal was renamed the Ivan Munroe Terminal in honor of Tallahassee aviation pioneer Ivan Munroe. Tallahassee Airport accounts for approximately 32% of the air passenger travel in the Northwest Florida Region.

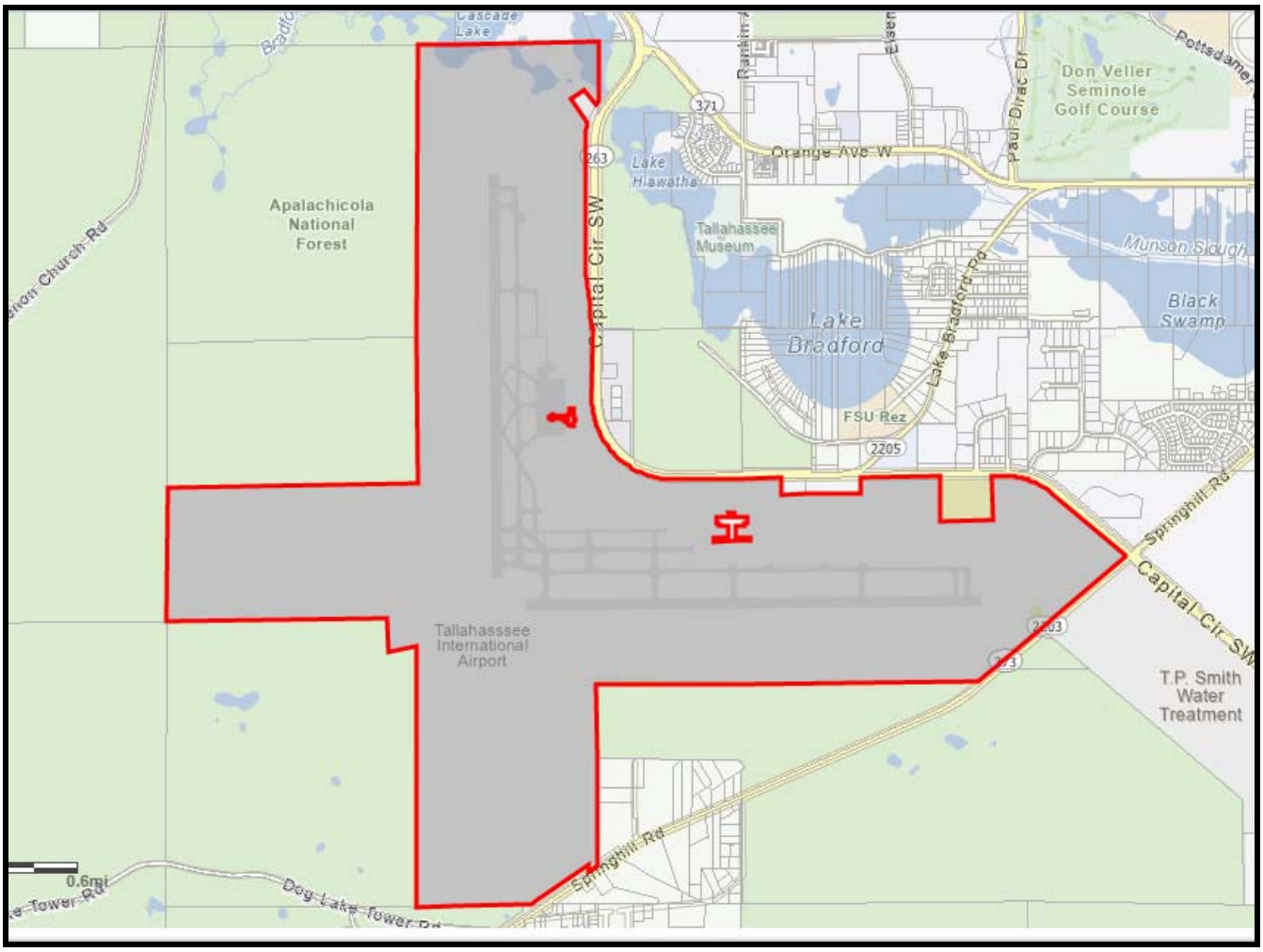
The northern quadrant of TLH, located on the east side of Runway 18-36 west of the commercial passenger terminal building consists of primarily general aviation facilities. Flightline currently manages t-hangars, community hangars and port-a-ports in this area of the airport. Million Air is currently the fixed based operator (FBO) at the airport and provides aircraft parking and fueling via fuel farm to general aviation aircraft from a general aviation terminal building. U.S. Forest Service and the State of Florida have hangar buildings in this quadrant of the airport. In addition, HondaJet is currently in the construction phase of a new service facility at the airport. Other buildings include sheriff, ARFF, flight training and several others.

The south and eastern quadrant of TLH, located on the north side of Runway 9-27 consists of the commercial terminal building, FedEx hangar and cargo building. TLH is currently serviced by four commercial airlines including American, Continental Gulfstream, Delta and U.S. Airways.

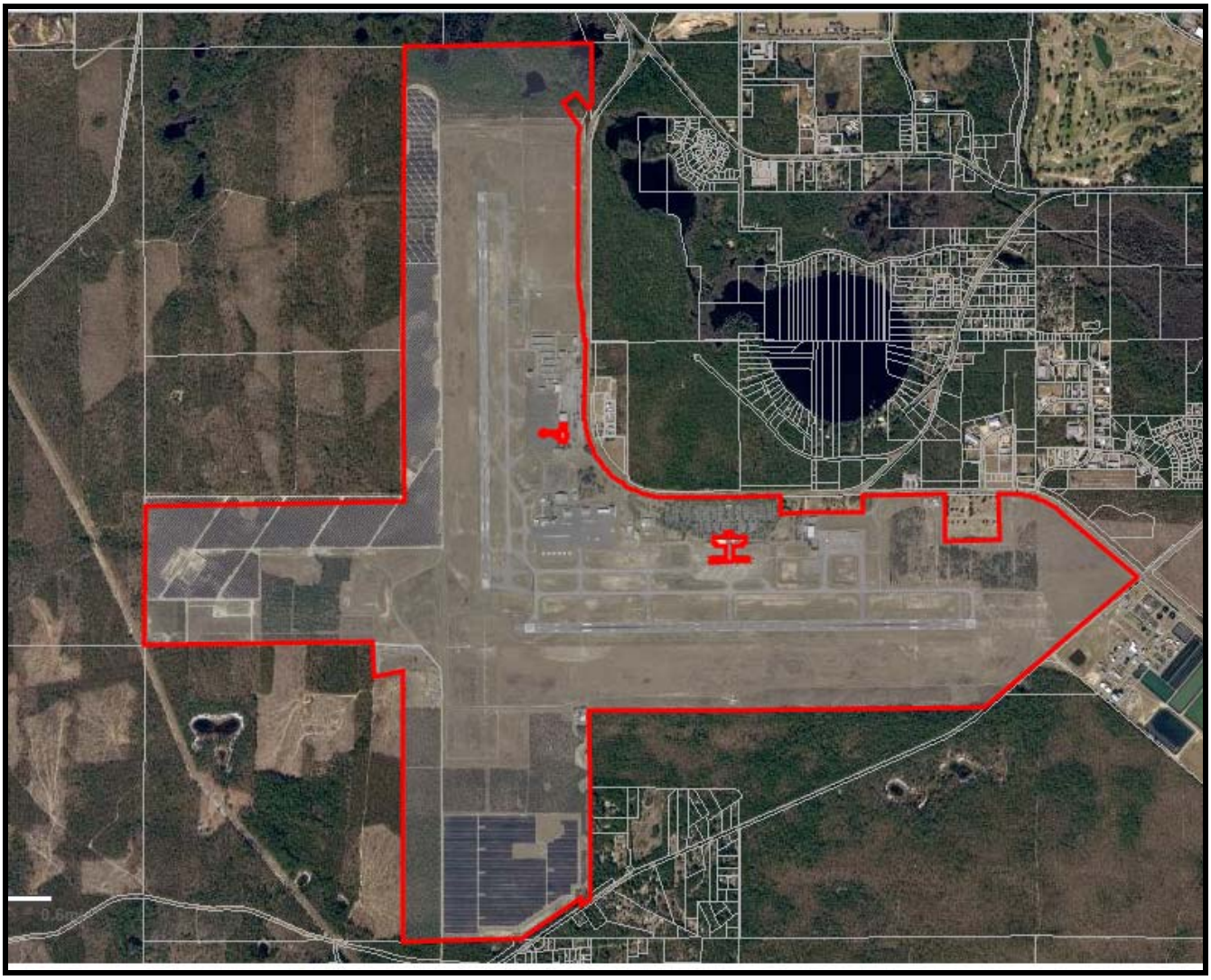
The aeronautical land is the property included in the Airfield Operating Area (AOA). The AOA is generally referred to as the area around the airport "inside the fence" and includes the runways, ramp, control tower, general aviation, airline passenger terminal and support areas. The non-aviation land consists of portions of the airport property located around the perimeter of the airport. The airport property contains approximately 2,490 acres.

For purposes of this analysis, we have reviewed the airport layout plan. TLH has two runways in a 9-27 and 18-36 configuration. The following is a summary of the TLH aeronautical facilities:

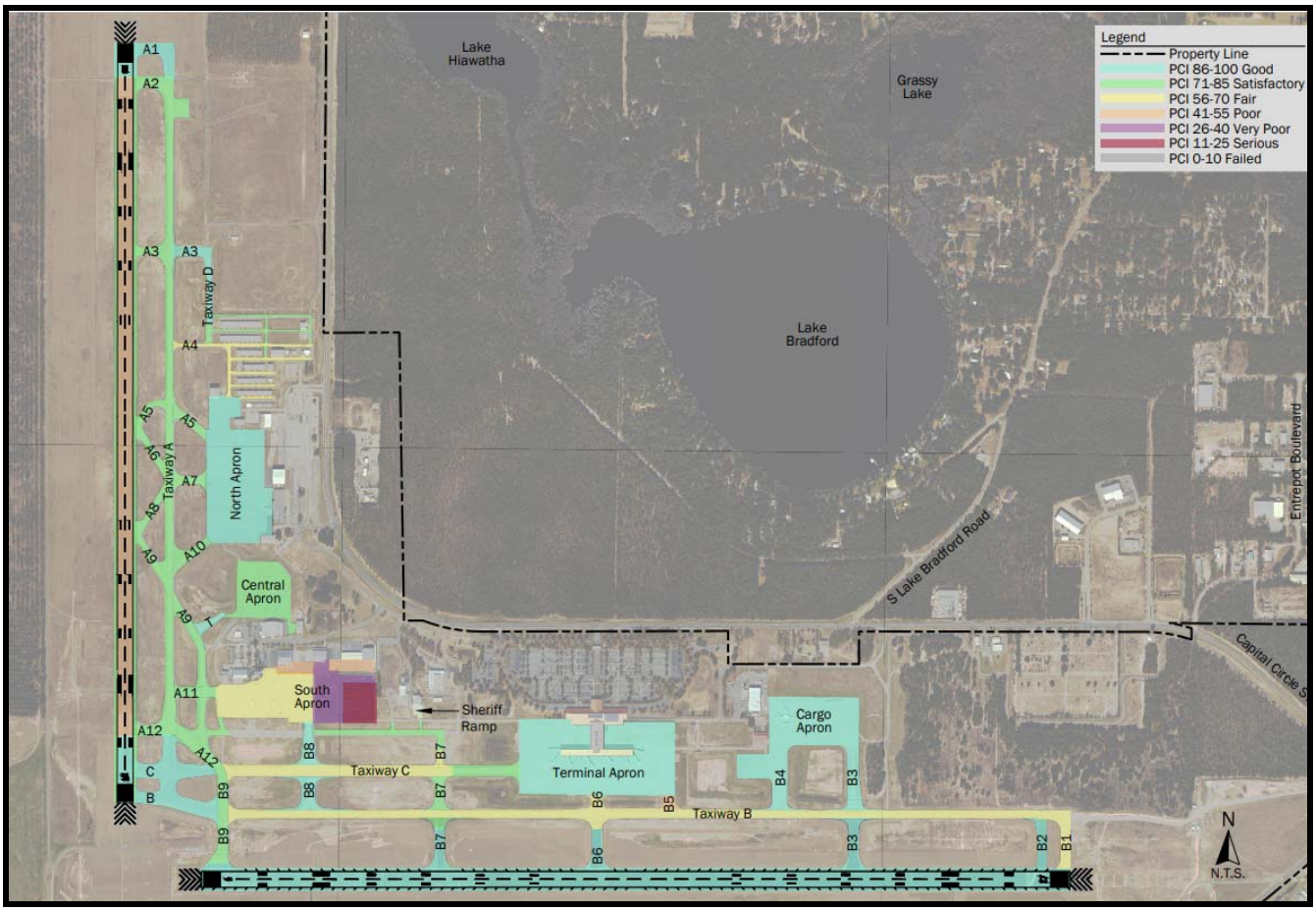
| | |
|---|---|
| <u>Location</u> | |
| Street Reference: | 3300 Capital Circle SW, Tallahassee, Leon County |
| Coordinates: | N 30°23.79'<br>W 84°21.02' |
| Elevation: | 81' |
| <u>Airport Facilities</u> | |
| Hours of Operation: | Attended Continuously |
| Control Tower: | Yes 1100-0400z |
| U.S. Customs: | No |
| Fire/Rescue Station: | Yes |
| Runways: | 9-27 - 8,000' x 150' Grooved Asphalt, S-115, 19 D170, 2S-175 and 2D-330<br>18-36 - 6,076' x 150' Grooved Asphalt, S-115, D-170, 2S-175 and 2D-330 |
| Approaches: | Runway 36 and 27, ILS<br>Runway |
| Lighting: | Runway 9-27 - REIL, PAPI, ALSF2, TDZL<br>Runway 18-36 - HIRL, REIL, PAPI, MALSR |



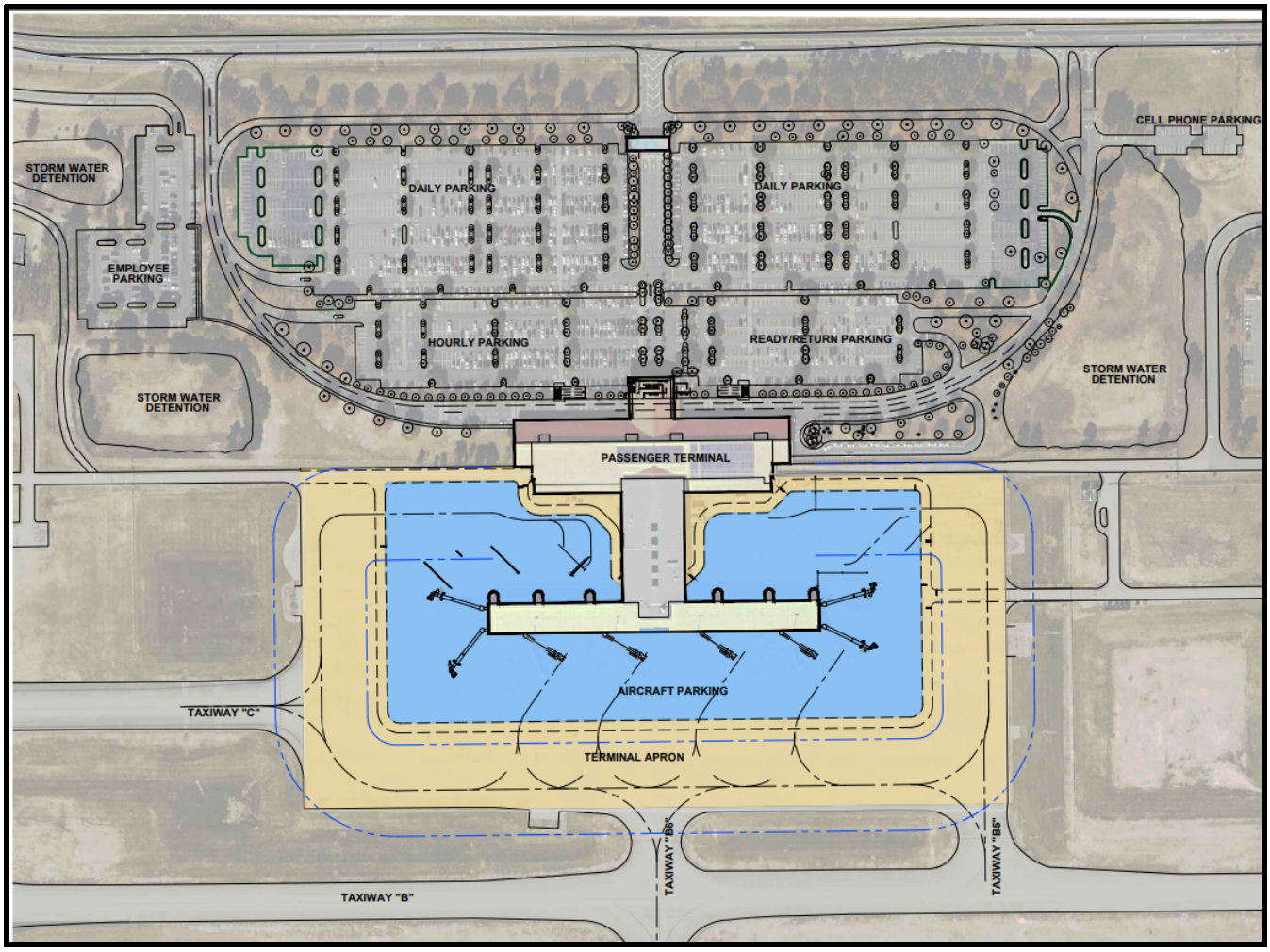

**Subject Parent Tract Plat Map**



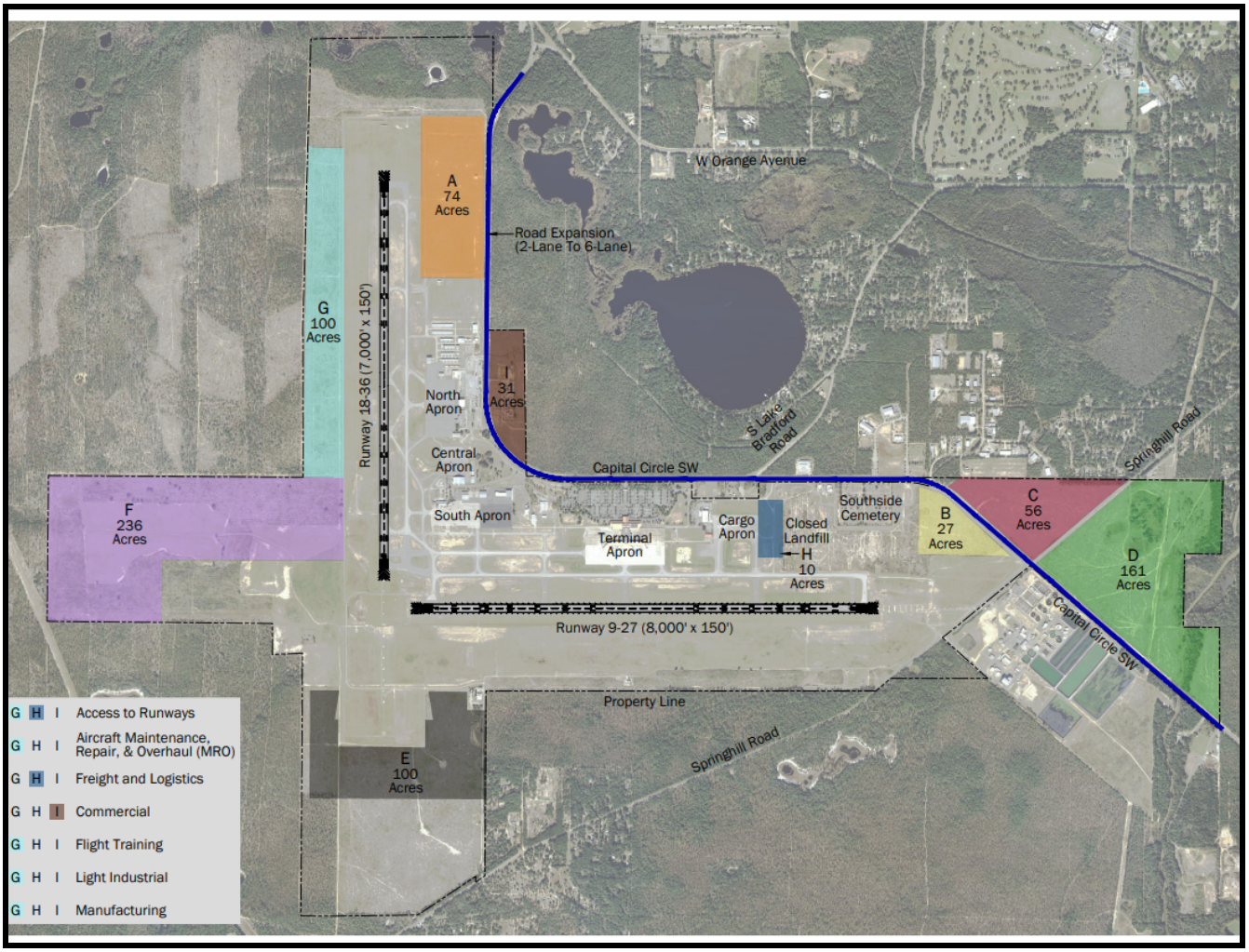
**Parent Tract Aerial Map**




**Air Pavement Condition Index Map**




**Site Plan for Main Terminal Area**
**Tallahassee International Airport**

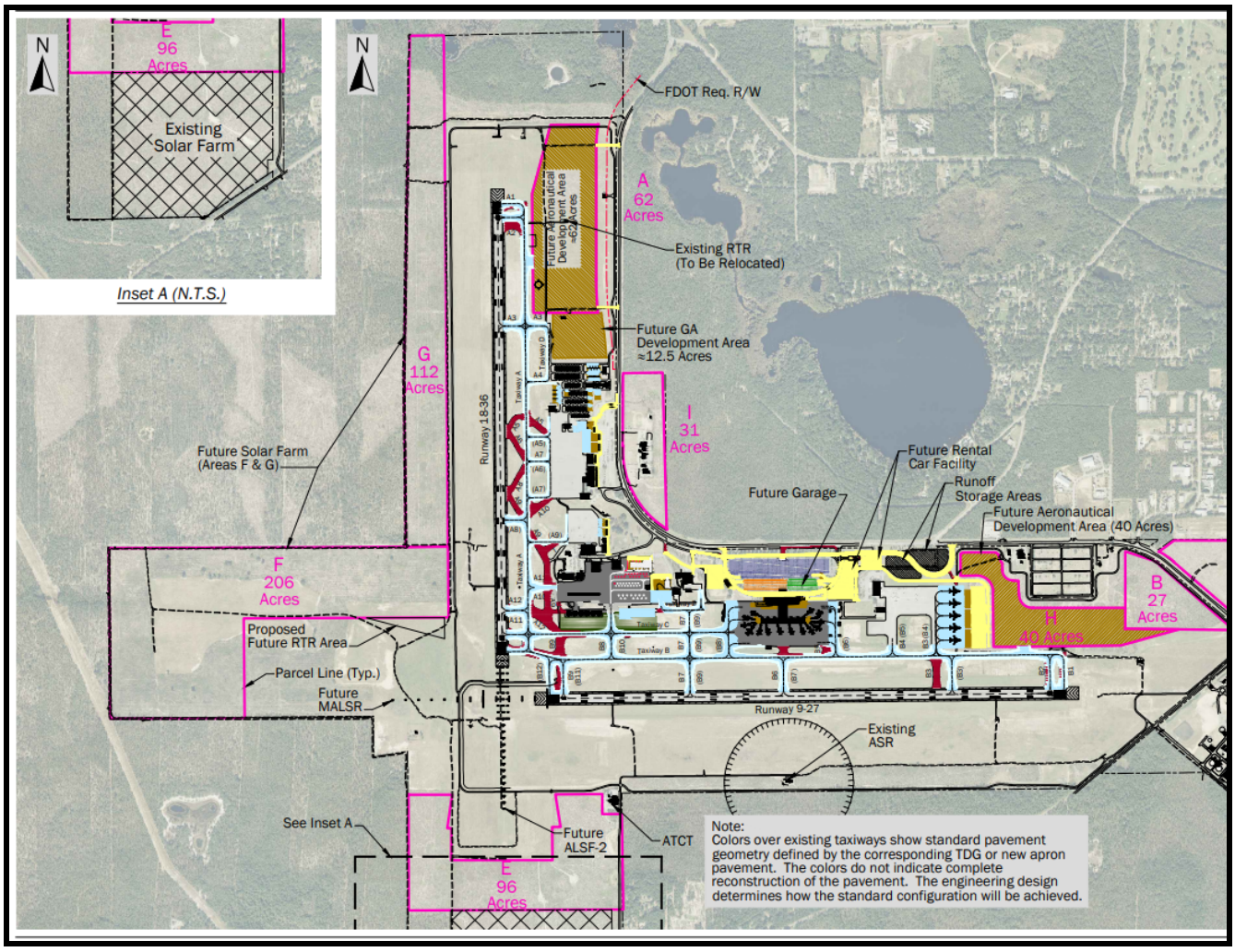



**Aerial Site Plan of Tallahassee International Airport**

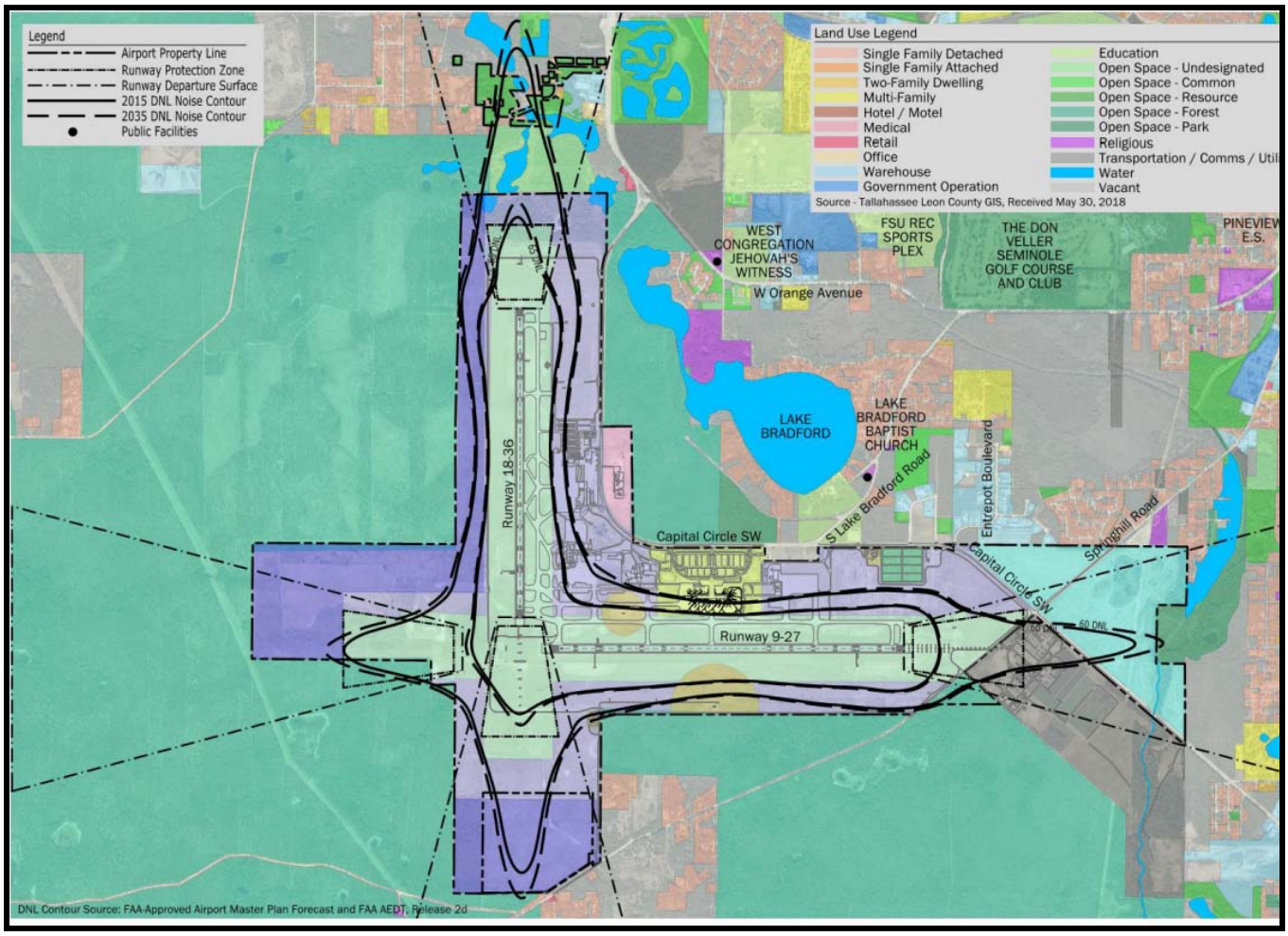
**Table 4-1**
**Land Use Analysis**

| Parcel | Approximate Acreage | Access to Runways | Potential Use | Access | Feasibility of Development |
|---|---|---|---|---|---|
| A | 74 | Yes | MRO/Freight and Logistics/Commercial/Flight Training/Manufacturing | Vehicle access could be provided from Capital Circle SW. | This area is best suited for aviation-related development. Buildings to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. Development of this area is warranted by demand and will require the relocation of the Remote Transmitter/Receiver (RTR) to a location east of Runway 18-36. |
| B | 27 | Yes | MRO/Freight and Logistics/Commercial/Flight Training/Manufacturing | Vehicle access could be provided from Capital Circle SW. | The City may expand the cemetery on a portion of Parcel B through a lease from the airport. Buildings or hangars to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. To be developed as warranted by demand. |
| C | 56 | No | Freight and Logistics/Commercial/Light Industrial/Manufacturing | Vehicle access could be provided from Capital Circle SW or Springhill Road. | Buildings to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. To be developed as warranted by demand. |
| D | 161 | No | Freight and Logistics/Commercial/Light Industrial/Manufacturing | Vehicle access could be provided from Capital Circle SW or Springhill Road. | Buildings to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. To be developed as warranted by demand. |
| E | 100 | Yes | MRO/Light Industrial | Vehicle access could be provided from Springhill Road and new road construction. | Buildings or hangars to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. To be developed as warranted by demand. |
| F | 236 | Yes | MRO/Flight Training/Light Industrial/Manufacturing | Vehicle access could be provided from Airport Perimeter Road and new road construction from Springhill Road. | Eastern portion of this area is suitable for aviation-related development. Currently, the City is performing a study to determine the feasibility of developing portions of this site as an alternative energy resource. Buildings or structures to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. To be developed as warranted by demand. |
| G | 100 | Yes | MRO/Flight Training/Light Industrial/Manufacturing | Vehicle access could be provided from Airport Perimeter Road and new road construction from Capital Circle SW. | Buildings or hangars to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional and inner approach surfaces. To be developed as warranted by demand. |
| H | 10 | Yes | Freight and Logistics | Vehicle access could be provided from Capital Circle SW and Air Cargo Road. | Proximity to the air cargo area makes this parcel ideal for freight and logistics related development and there is a potential to construct an Intermodal Logistics Center (ILC) for freight on the airport property. Buildings to be constructed in this area should not exceed a certain height to avoid encroachment of the transitional surface. To be developed as warranted by demand. |

**Land Use Analysis Data Sheet**




**Land Use Analysis Map - Tallahassee Airport**




**Existing Land Use Map**
**Tallahassee Airport & Surrounding Parcels**




| | |
|---|---|
| ILS- | Instrument Landing System |
| NDB- | Non-Directional Beacon |
| MIRL- | Medium Intensity Runway Lighting |
| HIRL- | High Intensity Runway Lighting |
| PAPI- | Precision Approach Path Indicator |
| MALSR- | Medium Intensity Approach Lighting System with Runway Alignment Indicator Lights |
| VASI- | Visual Approach Slope Indicator |
| TDZL- | Touch Down Zone Lights |
| ALSF-2 | High Intensity Approach Lights System Sequenced Flashing |
| REIL- | Runway End Identifier Lights |
| S- | Single Wheel Landing Gear Runway Bearing Capacity (_,000 lbs.) |
| D- | Dual Wheel Landing Gear Runway Bearing Capacity (_,000 lbs.) |
| T- | Twin Wheel Landing Gear Runway Bearing Capacity (_,000 lbs.) |
| DT- | Dual-Tandem Landing Gear Runway Bearing Capacity (_,000 lbs.) |


AL
GA
Florida Aviation System Plan 2025
1. Apalachicola Municipal
2. St George Island
3. Quincy Municipal
4. Pensacola Regional
5. Costin
6. Eglin AFB (Okaloosa)
7. Bob Sikes
8. Calhoun County
9. Tallahassee Regional
10. Tri-County
11. Tallahassee Commercial
12. Marianna Municipal
13. Peter Prince Field
14. Carrabelle-Thompson
15. DeFuniak Springs
16. Ft Walton Beach
17. Coastal
18. Panama City-Bay County International
19. Wakulla County
20. Ferguson
21. Destin-Ft Walton Beach
22. Williston Municipal
23. Crystal River
24. Cross City
25. Ames Field
26. Flying Ten
27. Perry-Foley
28. George T. Lewis
29. Dunnellon/Marion County
30. Inverness
31. Gainesville Regional
32. Lake City Municipal
33. Suwannee County
34. Ocala International - Jim Taylor Field
35. Rudy's
36. Palatka Municipal Lt. Kay Larkin
37. Keystone Airpark
38. Hilliard Airpark
39. Craig Municipal
40. Fernandina Beach Municipal
41. St Augustine
42. Jacksonville International
43. Herlong
44. Cecil Field
45. Mid Florida Air Service
46. Bob Lee Flight Strip
47. DeLand Municipal- Sidney H Taylor Field
48. Flagler County
49. Daytona Beach International
50. Miami Heliport
51. Massey Ranch Airpark
52. Orlando Sanford International
53. Bob White Field
54. Orlando/Apopka Country
55. Pierson Municipal
56. Ormond Beach Municipal
57. Leesburg Regional
58. Executive
59. Kissimmee Gateway
60. Valkaria
61. Orlando International
62. Melbourne International
63. Merritt Island
64. New Smyrna Beach Municipal
65. Arthur Dunn Airpark
66. Space Coast Regional
67. Umatilla Municipal
68. Zephyrhills Municipal
69. Peter O Knight
70. Tampa North Aero Park
71. Tampa International
72. Clearwater Airpark
73. Albert Whitted
74. St. Petersburg-Clearwater International
75. Pilot Country
76. Plant City Municipal
77. Vandenberg
78. Hernando County
79. South Lakeland
80. Jack Brown's SPB
81. Avon Park Executive
82. Wauchula Municipal
83. Chalet Suzanne Air Strip
84. Bartow Municipal
85. Winter Haven's Gilbert
86. Arcadia Municipal
87. River Ranch Resort
88. Lake Wales Municipal
89. Sebring Regional
90. Lakeland Linder Regional
91. Buchan
92. Marco Island
93. Page Field
94. Immokalee Regional Airport
95. La Belle Municipal
96. Naples Municipal
97. Airglades
98. Charlotte County
99. Shell Creek Airpark
100. Southwest Florida International
101. Airport Manatee
102. Everglades Airpark
103. Venice Municipal
104. Sarasota/Bradenton International
105. Okeechobee County
106. Sebastian Municipal
107. St. Lucie County International
108. Witham Field
109. New Hibiscus Airpark
110. Vero Beach Municipal
111. Indiantown
112. Palm Beach County Glades
113. Fort Lauderdale Executive
114. Downtown Ft Lauderdale
115. Dade-Collier Training and Transition
116. Boca Raton
117. Fort Lauderdale-Hollywood International
118. Opa-locka
119. Miami International
120. Opa-locka West
121. Key West International
122. North Perry
123. Pompano Beach Airpark
124. Kendall-Tamiami Executive
125. North Palm Beach Co. General Aviation
126. Palm Beach International
127. Palm Beach County Park
128. Miami SPB
129. Homestead General Aviation
130. The Florida Keys Marathon
131. Belle Glade State Municipal

OFFICE OF ECONOMIC VITALITY

## *Economic Factors*

### Airport Traffic Statistics

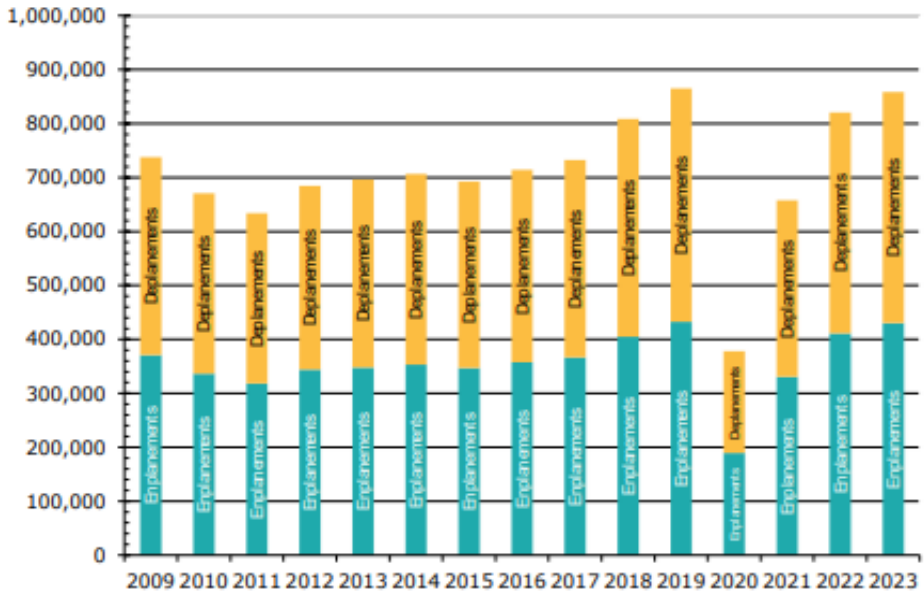
### Total Passengers at TLH

Trend: Passenger traffic at Tallahassee International Airport in 2023 increased by 4.6% compared to 2022, and was 99% of the total passenger volume in 2019.

| Year | Enplanements | Deplanements | Total Passengers | Percent Change from Previous Year |
|---|---|---|---|---|
| 2009 | 371,106 | 366,579 | 737,685 | -11.2% |
| 2010 | 336,598 | 334,099 | 670,697 | -9.1% |
| 2011 | 318,172 | 315,619 | 633,791 | -5.5% |
| 2012 | 344,078 | 340,533 | 684,611 | 8.0% |
| 2013 | 348,185 | 348,539 | 696,724 | 1.8% |
| 2014 | 353,253 | 353,275 | 706,528 | 1.4% |
| 2015 | 346,992 | 345,857 | 692,849 | -1.9% |
| 2016 | 357,579 | 356,407 | 713,986 | 3.1% |
| 2017 | 366,408 | 365,827 | 732,235 | 2.6% |
| 2018 | 404,807 | 403,806 | 808,613 | 10.4% |
| 2019 | 432,845 | 431,960 | 864,805 | 6.9% |
| 2020 | 189,549 | 188,511 | 378,060 | -56.3% |
| 2021 | 330,827 | 326,642 | 657,469 | 73.9% |
| 2022 | 411,230 | 409,361 | 820,591 | 24.8% |
| 2023 | 430,428 | 427,852 | 858,280 | 4.6% |

*Source: Tallahassee International Airport*

**Total Passengers at Tallahassee International Airport**




**Summary of Airport Traffic Statistics**
**(Years: 2009-2023)**

Data Digest 2024

OFFICE OF ECONOMIC VITALITY

## *Economic Factors*

### Air Freight

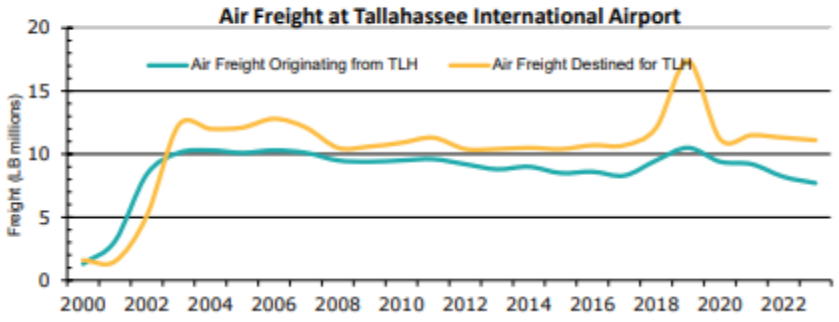
### Total Air Freight at TLH

In 2023, 7.7M pounds of air freight orginated from Tallahassee International Airport, with 85% destined for Memphis, TN. That year, 11.1M pounds of inbound air freight arrived at TLH, with 92% originating from Memphis, TN.

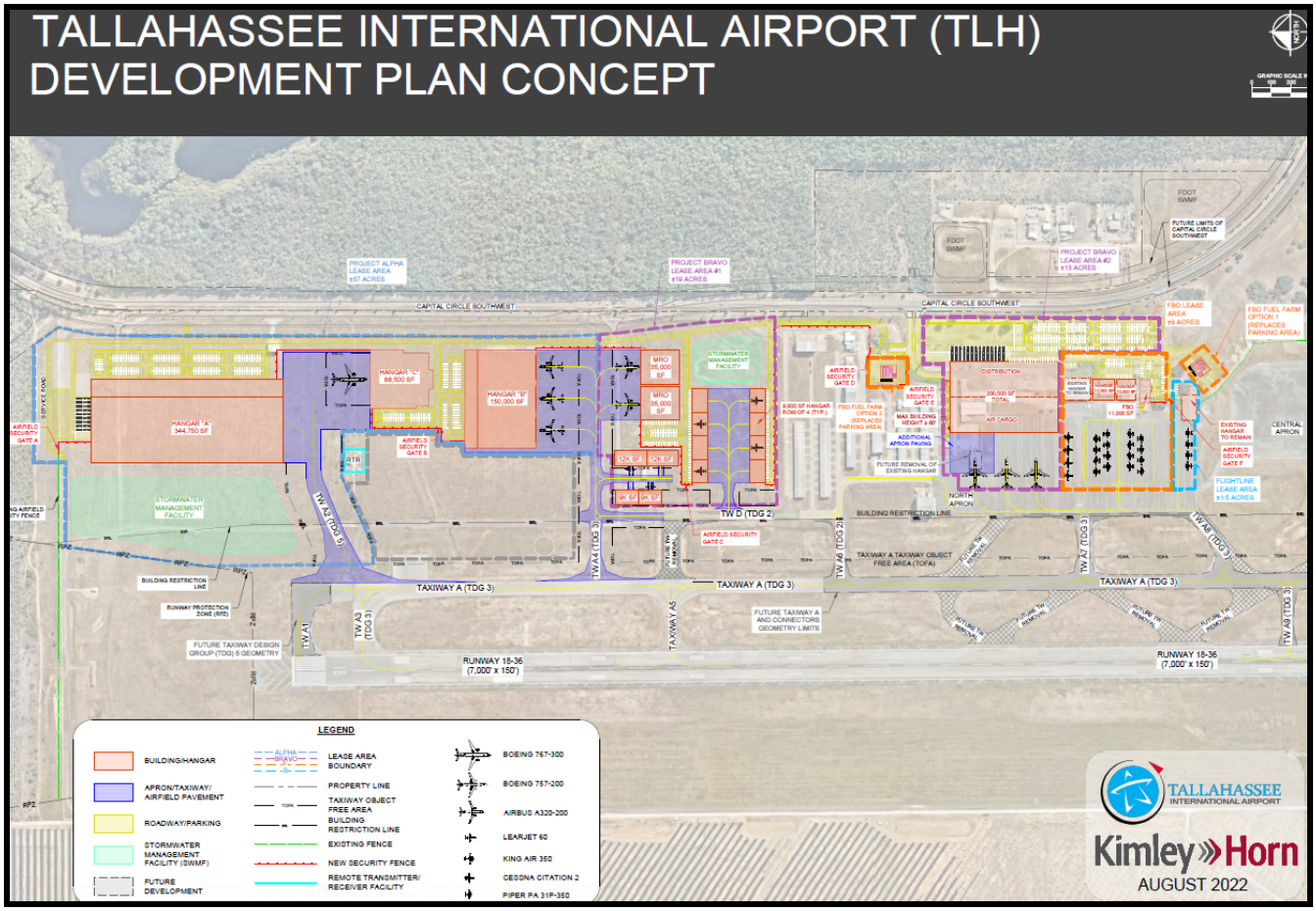
| Year | Air Freight Originating from TLH | Air Freight Destined for TLH | Air Freight Handled | Percent Change from Previous Year |
|---|---|---|---|---|
| 2000 | 1.3 | 1.6 | 2.9 | — |
| 2001 | 3.1 | 1.5 | 4.6 | 59% |
| 2002 | 8.4 | 5.1 | 13.5 | 193% |
| 2003 | 10.1 | 12.3 | 22.4 | 66% |
| 2004 | 10.3 | 12 | 22.3 | <-1% |
| 2005 | 10.1 | 12.1 | 22.2 | <-1% |
| 2006 | 10.3 | 12.8 | 23.1 | 4% |
| 2007 | 10.1 | 12.1 | 22.2 | -4% |
| 2008 | 9.5 | 10.5 | 20.0 | -10% |
| 2009 | 9.4 | 10.6 | 20.0 | ~0% |
| 2010 | 9.5 | 10.9 | 20.4 | 2% |
| 2011 | 9.6 | 11.3 | 20.9 | 2% |
| 2012 | 9.2 | 10.4 | 19.6 | -6% |
| 2013 | 8.8 | 10.4 | 19.2 | -2% |
| 2014 | 9.0 | 10.5 | 19.5 | 2% |
| 2015 | 8.5 | 10.4 | 18.9 | -3% |
| 2016 | 8.6 | 10.7 | 19.3 | 2% |
| 2017 | 8.3 | 10.7 | 19.0 | -2% |
| 2018 | 9.5 | 12.1 | 21.6 | 14% |
| 2019 | 10.5 | 17.4 | 27.9 | 29% |
| 2020 | 9.4 | 11.2 | 20.6 | -26% |
| 2021 | 9.2 | 11.5 | 20.7 | <1% |
| 2022 | 8.2 | 11.3 | 19.5 | -6% |
| 2023 | 7.7 | 11.1 | 18.8 | -4% |

Note: Air Freight in millions of pounds.

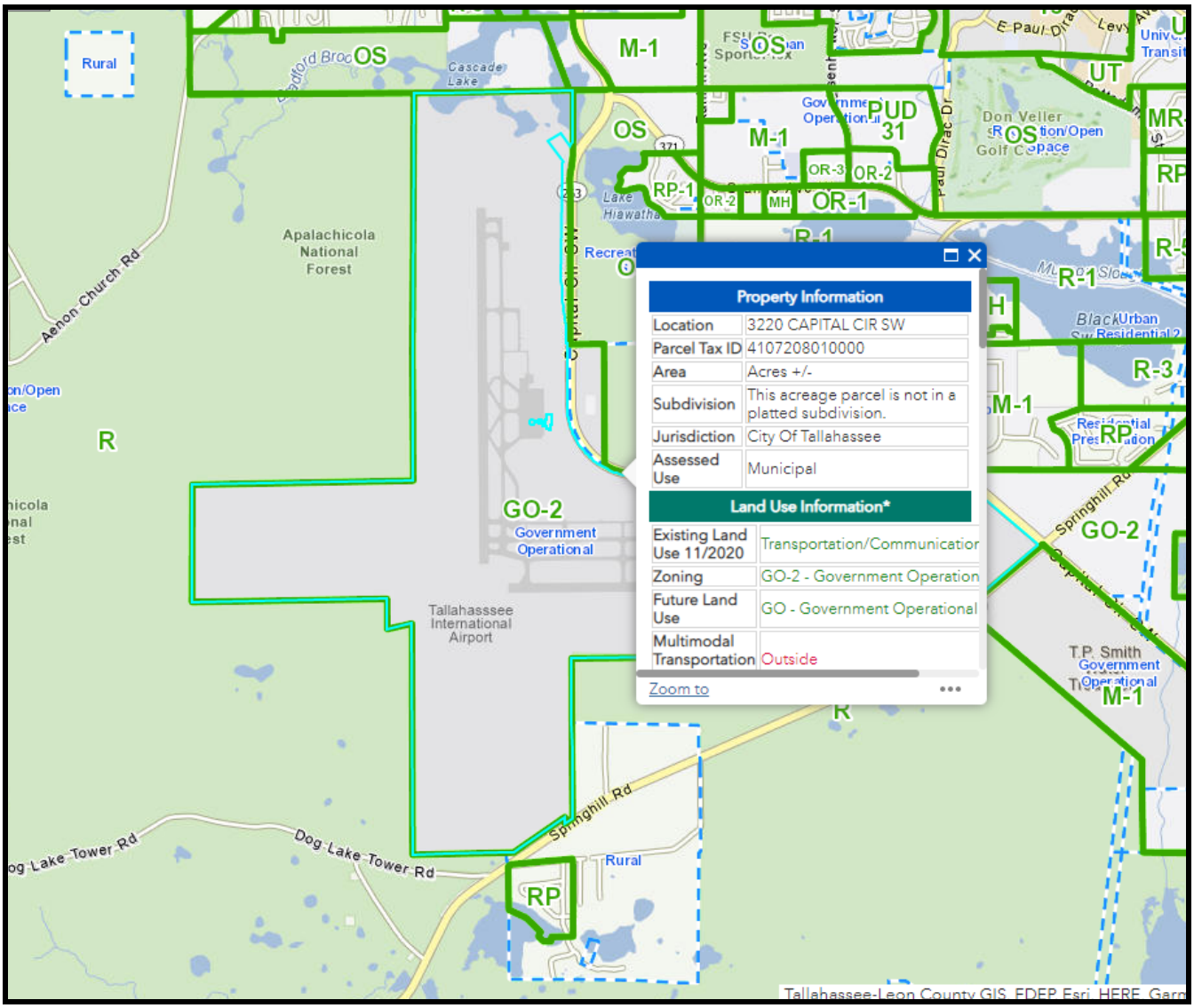
*Source: US Department of Transportation, Bureau of Transportation Statistics*




**Summary of Total Air Freight at TLH**
**(Years 2000-2023)**




**Development Concept Plan**
**TLH Airport**




**Subject Future Land Use & Zoning Map**

## Flood Zone Status and Elevation:

| | |
|---|---|
| Address (from parcels) | 3216 CAPITAL CIR SW |
| FEMA Data Source | DFIRM - Digital Flood Information Rate Map |
| Inside Special Flood Hazard Area? | INSIDE SPECIAL FLOOD HAZARD AREA<br>OUTSIDE SPECIAL FLOOD HAZARD AREA<br>OUTSIDE SPECIAL FLOOD HAZARD AREA |
| Risk Level | HIGH RISK AREAS<br>MODERATE TO LOW RISK AREAS<br>MODERATE TO LOW RISK AREAS |
| Flood Zone(s) | AE<br>X<br>X |
| Description(s) | AE = 100-YEAR FLOODPLAIN<br>X = OUTSIDE FLOODPLAIN<br>X = OUTSIDE FLOODPLAIN |
| Base Flood Elevation | 38.2<br>N/A<br>N/A |
| NFIP Community Name | CITY OF TALLAHASSEE |
| County | LEON |
| State | Florida |
| NFIP Community Number | 120144 |
| NFIP Map Number or Community Panel Number | 12073C0289F |
| Inside CBRA? | FALSE |
| CBRA Type | N/A |
| Map Panel Effective Date | 2009-08-18 04:00:00+00 |




**FEMA Map #:** 12073 C0289 F

**FEMA Flood Zone Map Date:** 08/18/09

**FEMA Flood Zone:** Zone X

**Note:** Due to the fact the flood zone maps lack detail, we recommend that a licensed surveyor or engineer be consulted to certify the Flood Zone Status of the site.

## Definitions:

**Zones B, C and X** are the flood insurance rate zones that correspond to areas outside the 100-year floodplains, No BFEs or depths are shown within this zone.

**Zone A** corresponds to areas within the 100-year floodplains; Base Flood Elevations or depths are shown.

**Zones AE and A1-A30** correspond to the 100-year floodplains with Base Flood Elevations determined.

**Zone AH** corresponds to the areas of 100-year shallow flooding (usually areas of ponding) where average depths are between 1 and 3 feet. The BFEs have been determined within this zone.

**Zone AO** corresponds to the areas of 100-year shallow flooding (usually sheet flow on sloping terrain) where average depths are between 1 and 3 feet. Average flood depths have been determined.

**Zone A99** identifies areas indundated by the 100-year floodplains that will be protected by a Federal flood protection system where construction has reached specified statutory milestones. No BFEs or depths are shown within this zone.

**Zone D** designation is used for areas where there are possible but undetermined flood hazards.

**Zone V** identifies areas inundated by the 100-year coastal floodplains that have additional hazards associated with storm waves with no BFEs determined.

| | |
|---|---|
| **Easements and Encroachments:** | No apparent negative easements or encroachments were found per our research of public records and per our inspection of the property. Typical public utility and drainage easements exist and are proposed, but are typical for property such as the subject. Based on our visual inspection and review of the plat map, the property does not appear to be adversely affected by any easements or encroachments. It is recommended the client/reader obtain a current title policy outlining all easements and encroachments on the property, if any, prior to making a business decision. |
| **Covenants, Conditions and Restrictions:** | There are no known covenants, conditions and restrictions impacting the site that are considered to affect the marketability or highest and best use, other than zoning restrictions. |
| **Utilities and Services:** | The subject property is located inside the Tallahassee city limits, is afforded public utilities (water, sewer and electric). Overall, the present utilities and services provide adequate quality and quantity to service the highest and best use. |
| **Surrounding Land Uses:** | The immediate surrounding area is primarily affiliated with the Tallahassee International Airport. These uses include: runways, commercial and private terminals, hangars, etc. Other nearby uses include: light industrial, low-density residential and government uses (i.e. City of Tallahassee - T.P. Smith Wastewater Treatment Facility). |

| | |
|---|---|
| **Zoning Overview:** | According to the Tallahassee-Leon County Planning & Zoning Department, the subject property is currently zoned *GO-2 Governmental Operational Heavy Infrastructure District*. This zoning designation allows for narrow range of uses, including: airport affiliated uses, electrical generating facilities, sanitary sewer sprayfields, incinerators, water treatment plants, energy plants, vehicle maintenance, correctional facilities, active/passive recreation, etc. The intent of this district is as follows:<br><br>*The Government Operational (GO-2) district is intended to be located in areas designated as Government Operational on the Future Land Use Map of the Comprehensive Plan. The primary function of this district is to provide for the operation of and provision of services by local, state and federal government. The provisions of this district are intended to allow facilities that are defined within the Land Development Code as Community Services, Heavy Infrastructure. The GO-2 district is also intended to apply to publicly owned commercial service airports, which are different from other governmental uses that are typically single-use facilities...Therefore, within the GO-2 zoned properties contained within a State/Federal required Airport Master Plan, non-governmental land uses will be allowed if the use supports or is dependent upon airports, or benefits from programs such as foreign-trade zone.*<br><br>Note: Setbacks are: 50 feet (front), 0 feet (side interior, 50 feet (side corner), 10 feet (rear). Maximum building size is average of 15,000 SF/Acre. There are no maximum building height requirements.<br><br>Note: Please note the attached literature found in the appendix of this report, which outlines the permitted uses and development standards for the GO-2 zoning classification.<br><br>Note: In addition, the subject is within the Enterprise Zone special overlay (allowing government to provide incentives for development & business). The property is also subject to the Primary Springs Special Protection Area, which restricts development implements substantial stormwater requirements for properties in the immediate subject area. |

## TAX ASSESSMENT ANALYSIS

**Tax Assessment Analysis:** Real estate taxes for properties located in Leon County are based on the assessed value of real property, hence the term ad valorem (which means according to value) taxes. The assessed value is typically based on, but not necessarily equivalent to, its market value. Florida law mandates that all property be assessed by the county at full market value. The full market value, however, is generally not assessed and Florida's property taxes are considered low in relation to the rest of the nation. The Cost Approach to Value is the main valuation approach used by the assessor to determine the market value. The millage rates for Leon County tend to fluctuate from year to year. The millage rate is adjusted each year in relation to the total assessed value of all properties located in Leon County. *If the total taxable value is higher than the previous year, the millage rate will typically be equal or lower; the opposite is true as well. Therefore, it is difficult to determine whether the millage rate will increase since we do not know what the total taxable value will be for the future*. The following is a brief description of the tax information found concerning the (parent) subject property.

| Current Assessment & Tax Information: | Tax I.D. #: | Land Value | Improvement Value | Total Assessed Value |
|---|---|---|---|---|
| **Main Terminal Parcel** | **41-07-20-801-0000** | **$13,018,549** | **$56,944,338** | **$69,962,887** |
| **2,180.70 Acres** | **Just (Market) Value** | **$13,018,549** | **$56,944,338** | **$69,962,887** |
| | **Total Assessed Value** | | | **-0-** |
| | **Millage Rate** | | | **19.2379000** |
| | **Gross Tax Liability (Before 4% Discount for Early Payment)** | | | **N/A** |
| | **Discounted Tax Liability** | | | **N/A** |

| Taxing Authority | 2024 Millage Rate |
|---|---|
| Leon County Commission | 8.31440 |
| Children's Services Council | 0.34770 |
| Emergency Medical Service | 0.75000 |
| School Board By State Law | 3.13600 |
| School Board By Local Board | 1.50000 |
| School Board By Local Board | 0.74800 |
| City of Tallahassee | 4.42000 |
| Downtown Improvement | 1.00000 |
| NW FL Water Management District | 0.02180 |
| **Totals** | |
| Inside City Limits (1) | 19.2379 |

**2024 Leon County Millage Rates**

**Conclusion:** Per the Property Appraiser's office, the subject tax identification number (parcel) noted above includes substantial land area and building/site improvement which are not part of this valuation. Therefore, the aforementioned assessments are quite deceiving as well. In addition, the current owner is a non-profit entity (City of Tallahassee) and therefore pays no property taxes. Because of the aforementioned circumstances, this tax analysis is only used for informational purposes.

## IMPROVEMENT DESCRIPTION

**Overall Improvement Data:**

| | |
|---|---|
| **Number of Buildings:** | 3 Buildings (Freestanding) |
| **Number of Stories:** | 1-Story (All) |
| **Type:** | Rental Car Quick Turn Around Facility (QTA) |
| **Construction Type:** | Masonry Construction (Architectural Concrete Block - Some Steel Frame). |
| **Construction Class:** | Class "C," Good Quality (Per Marshall & Swift Cost Service) |
| **General Description:** | The subject parcel is currently improved with asphalt-paving. Upon completion of improvements, the subject parcel is proposed to be improved with: three (3) building areas comprised of 10,031 SF, 10,027 SF and 7,225 SF (per client), with each building including office areas, mechanical and storage areas, as well as carwash system areas, fueling system areas and maintenance system areas. The subject site will also be improve with extensive site improvements including: airfield security & perimeter fencing (3-4' high, brace bands, tension bars and barbed wire), QTA internal gate systems (3 access controlled entry areas), pedestrian gates, fueling canopies, fueling islands, staging areas (paved), a fuel supply tank area, access control gates (6' high aluminum with fabric), concrete sidewalks and curbing, 6.5" concrete (4,000 psi) pavement areas, landscaping islands, raised concrete traffic separators, surface mounted spike strips at ingress/egress points, concrete bollards, etc. |

**Improvement Construction Elements (Typical Building):**

| | |
|---|---|
| **Exterior Wall:** | Architectural Concrete Block Construction (Some Steel-Frame) |
| **Roof Type/Cover:** | PVC Polyvinyl Chloride & TPO Finish, Membrane Roof (Over Steel-Frame) |
| **Roof Frame:** | Steel Frame, Bar & Joist |
| **Wall Height:** | 14-20 Foot Eave (Including Parapet Wall); 10-12' Interior Ceiling Height |
| **Foundation:** | Concrete Slab at Grade Level |
| **Exterior Windows:** | Storefront Glass (Dual Pane and Insulated) |
| **Exterior Doors:** | Storefront Glass Entry/Metal & Metal Pedestrian Doors |
| **Metal Roll-Up Doors:** | Building A (7 x 10'x10); Building B (10x 10'x10'); Building C (7x10'x10') |
| **Interior Floor:** | Exposed Slab (Garage Bays) & Commercial-Grade Carpet, LVP Vinyl Plank & VCT Tile (Finished Areas). |
| **Interior Walls/Ceiling:** | Exposed Block Walls & Ceilings (Garage)<br>HC Drywalls & Acoustic Tile Ceilings (Finished Areas) |
| **Interior Doors:** | Hollow Core & Metal |
| **Lighting:** | Incandescent and Fluorescent |
| **Heating/Cooling:** | Central HVAC Heat Pump System-Split Zoned (Finished Areas Only) |
| **Mechanical Systems:** | Assumed to be Adequate |
| **Other:** | See site improvements section |

**Age and Condition of Improvements:**

| | |
|---|---|
| **Year Built:** | 2025 |
| **Effective Age:** | 0 Years |
| **Estimated Economic Life:** | 50 Years |
| **Remaining Economic Life:** | 50 Years |
| **Physical Condition:** | The subject is a new construction and therefore has no physical depreciation. |

**Site Improvements:**

| | |
|---|---|
| **Parking Surface:** | Paved Asphalt (Concrete Pads & Staging Areas) |
| **No. Of Parking Spaces:** | 808 Tandem Spaces; 51 Regular Spaces (Includes Handicap); Considered Adequate |
| **Landscaping:** | Considered Adequate |
| **Drainage/Retention:** | Off-site stormwater; considered adequate |
| **Overall Condition:** | New |

**Pertinent Ratios:**

| | |
|---|---|
| **Total Building Area (3):** | 27,283 SF (GBA/NLA- All Buildings) |
| **Parent Tract Land Area:** | |
| **Ground Rent Area:** | 7.204 Acres, or 313,787 Square Feet ± |
| **Building Rent Area:** | 0.626 Acres, or 27,283 Square Feet ± |
| **Total Land Area:** | 7.830 Acres, or 341,070 Square Feet ± |
| **Land-to-Building Ratio:** | 12.50 to 1 |
| **Site Coverage Ratio:** | 8.00% |

**Improvements Analysis:**

**Quality/Structural Condition:** The overall quality of the subject building is considered to be typical for the neighborhood, while generally consistent in quality with buildings of similar age in the region. Cureton Johnson & Associates, LLC is not qualified to determine structural integrity and it is recommended that the client/reader retain the services of a qualified, independent engineer or contractor to determine the structural integrity of the improvements prior to making any business decisions.

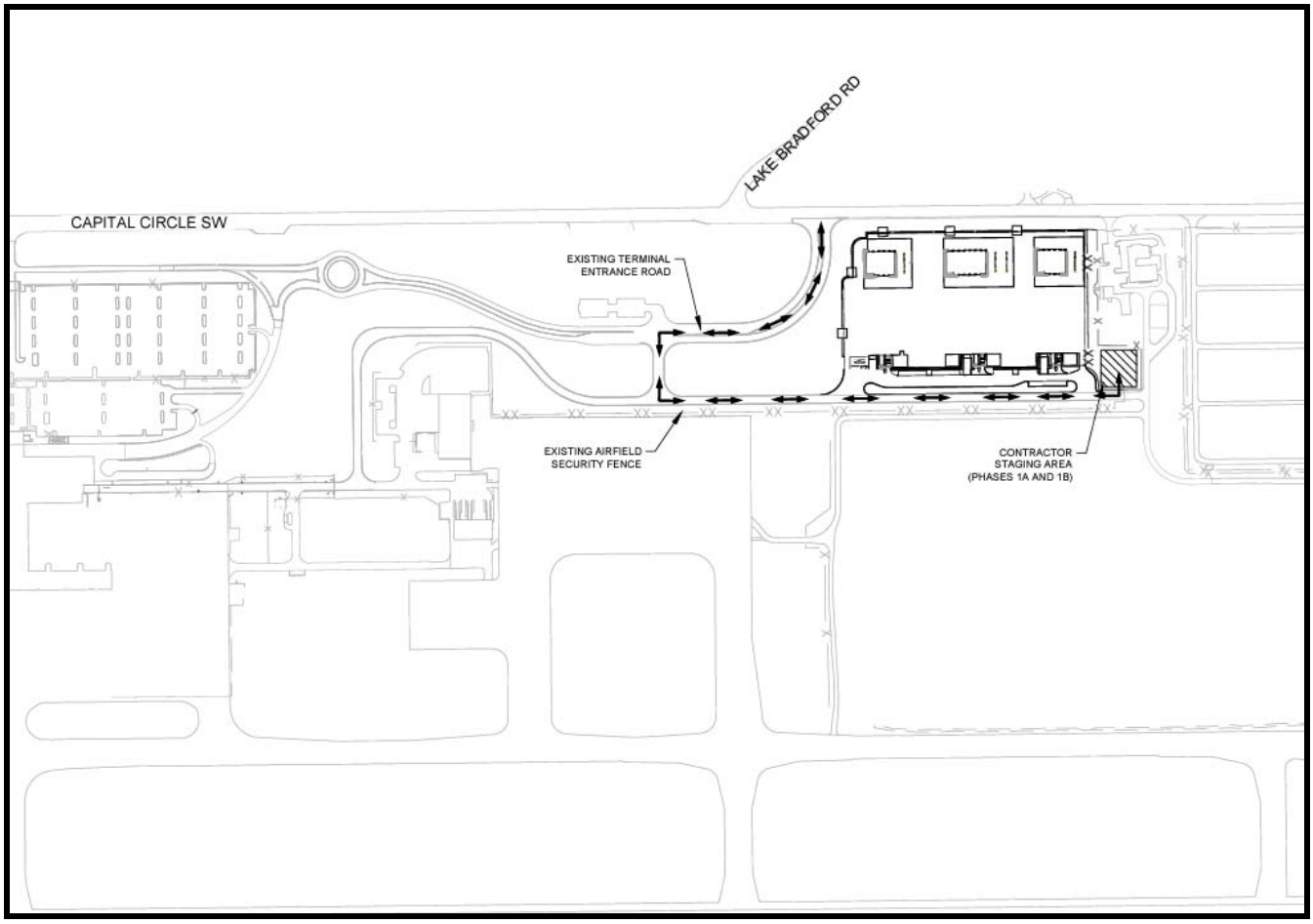
**Floorplan & Functionality:** As noted previously, the subject is comprised of three (3) buildings. Total square footage estimates were derived from the site plan provided by Eric Houge (Airport Engineer, Tallahassee International Airport). See the aerial site plan for building and site sizes. . Per information provided by the client representative (Mr. Eric Houge, TLH), the budget for building and site improvements is mostly likely to be $20-25 million for this project.

Building A is 10,031± SF and is comprised of 2,000± SF of open maintenance/garage bays; 2,000± SF of office area (three offices, restroom and break room); 2,900± SF of car wash bays; 1,440 SF of carwash equipment/storage/mechanical areas and 1,691 SF of ancillary areas. In addition, this building includes a 2,000± SF fueling canopy.

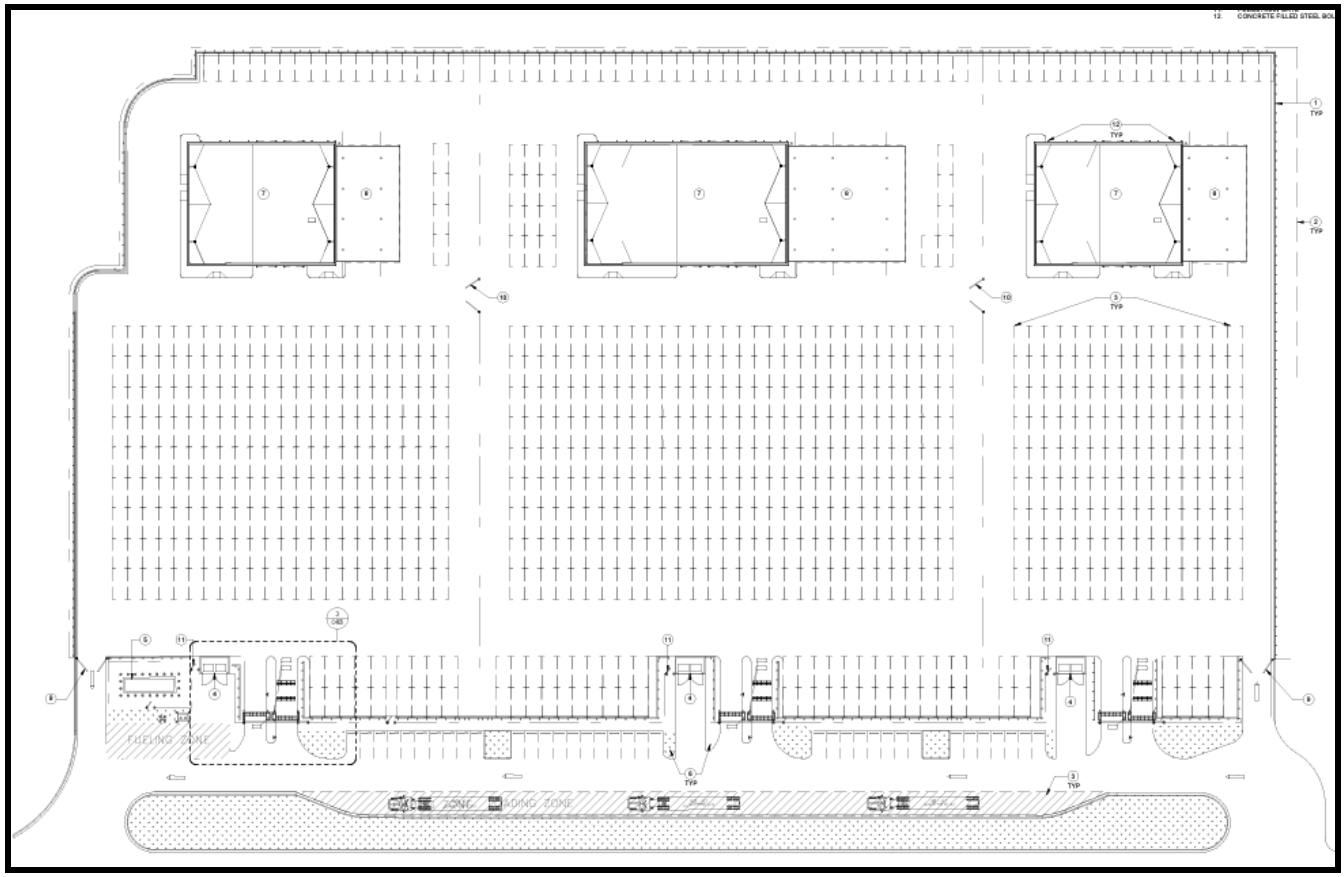
Building B is 10,027± SF and is comprised of 2,400± SF of maintenance/garage bays; 2,400± SF of office area (three offices, restroom and break room); 4,140± SF of carwash bays; 1,440 SF of carwash equipment/storage/mechanical areas. In addition, this building includes a 2,000± SF fueling canopy.

Building C is 7,225± SF and is comprised of 1,680± SF of maintenance/garage bays; 1,680± SF of office area (two offices, administration area, restroom and break room); 2,425± SF of carwash bays; 1,440 SF of carwash equipment/storage/mechanical areas. In addition, this building includes a 2,000± SF fueling canopy.

**ADA Compliance:** The American with Disabilities Act (ADA), enacted on January 26, 1992, requires that commercial properties serving the general public, honor specific guidelines which enable commercial buildings to be more accommodating to disabled individuals. We have not made a specific compliance survey and analysis of this property to determine whether or not the property is in compliance with the requirements set forth by this act. It is possible that a compliance survey of the property may reveal that the property is not in compliance with this act. If this is so, this issue could result in a negative impact upon the value of the property. Since we have no direct evidence relating to this issue, we did not consider the possible noncompliance with the requirements of ADA in estimating the value of the property.




**Subject Generic Site Plan Map**




**Site Plan With Parking Detail**

## Parking Data

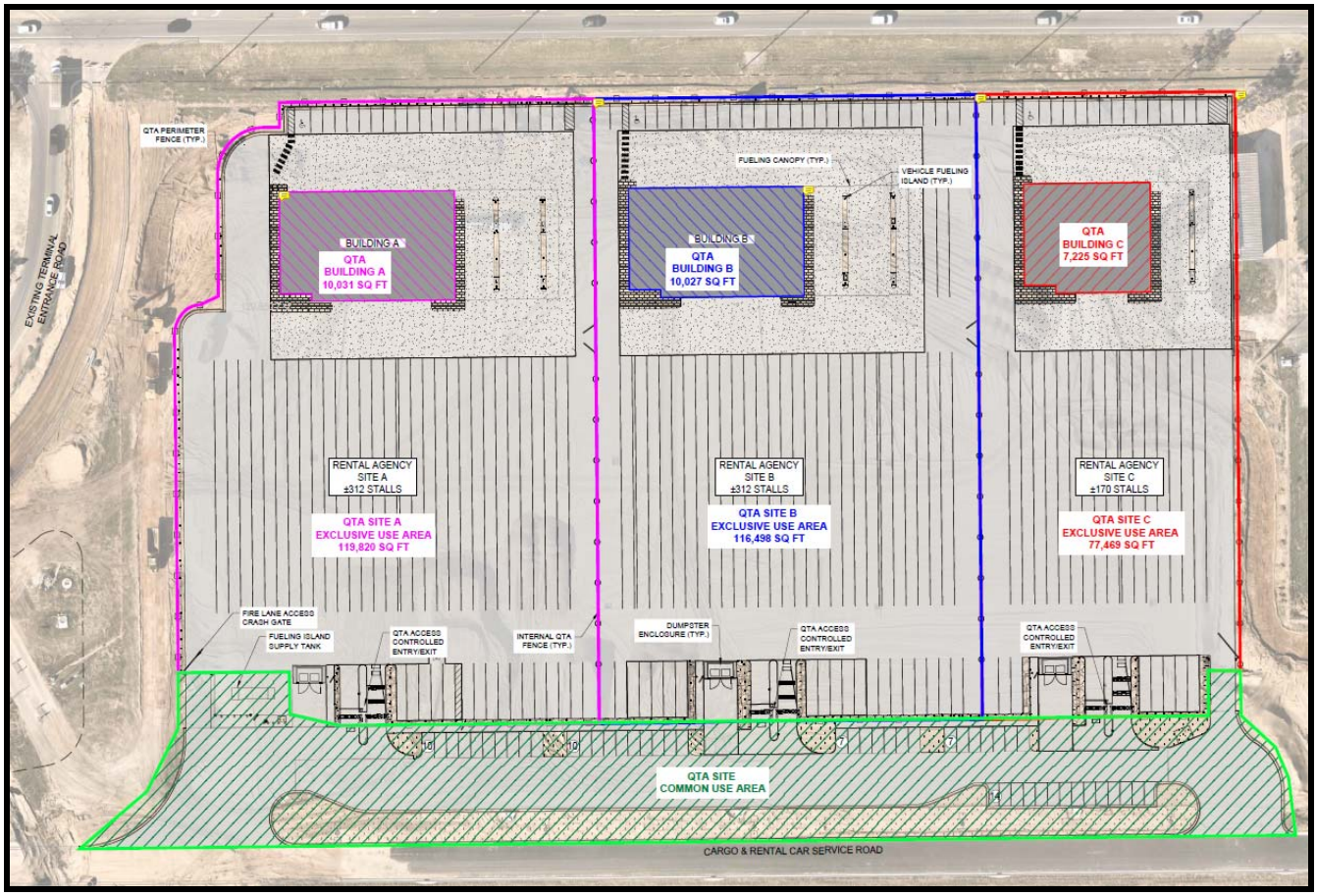
| | | |
|---|---|---|
| **Required Parking Spaces:** | | |
| Number of spaces required: | 65 | spaces |
| Required ADA spaces: | 3 | spaces |
| Total: | 68 | spaces |
| | | |
| **Proposed Employee Parking Spaces:** | | |
| Number of regular spaces provided: | 48 | |
| Number of ADA spaces provided: | 3 | |
| Total number of spaces provided: | 51 | |
| | | |
| **Proposed Tandem Storage Spaces:** | | |
| Number of tandem spaces provided: | 808 | |
| | | |
| **Bicycle Parking Required:** | | |
| Required number of bicycle spaces: | 3 | |
| Proposed Bicycle Parking: | 3 | |

## Landscape / Urban Forest Data

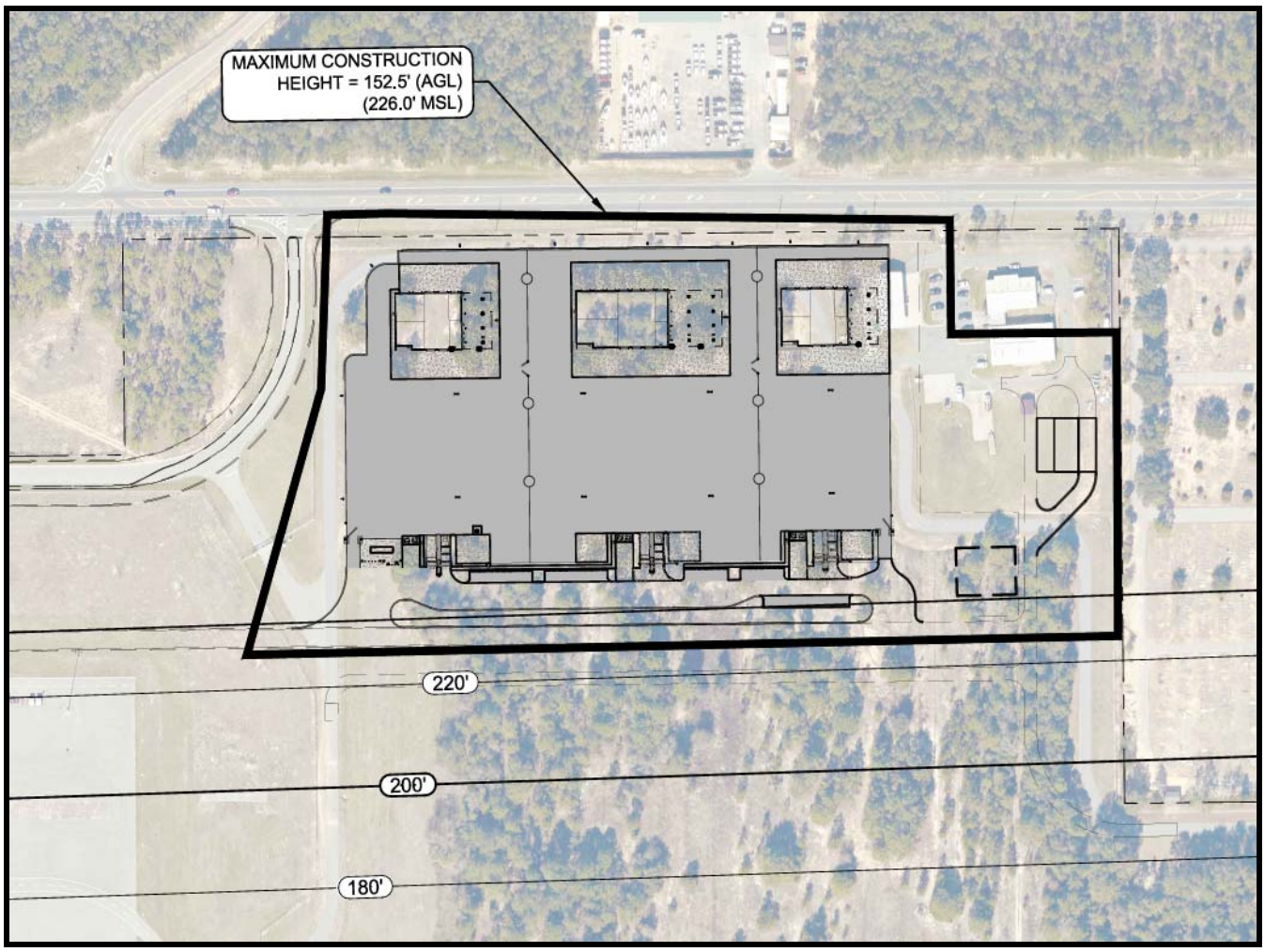
| | | | |
|---|---|---|---|
| Req'd Landscape Islands: | 3 | | |
| Required Landscape Area(SF): | 38,085 | SF | 5.0 % |
| Landscape area provided (SF): | 337,876 | SF | 44.4 % |
| Required Urban Forest Area(SF) | 76,170 | SF | 10.0 % |
| Urban Forest area provided*: (SF) | 0 | SF | 0 % |

*Waiver requested for urban forest areas due to the proposed use and close proximity to the airfield.

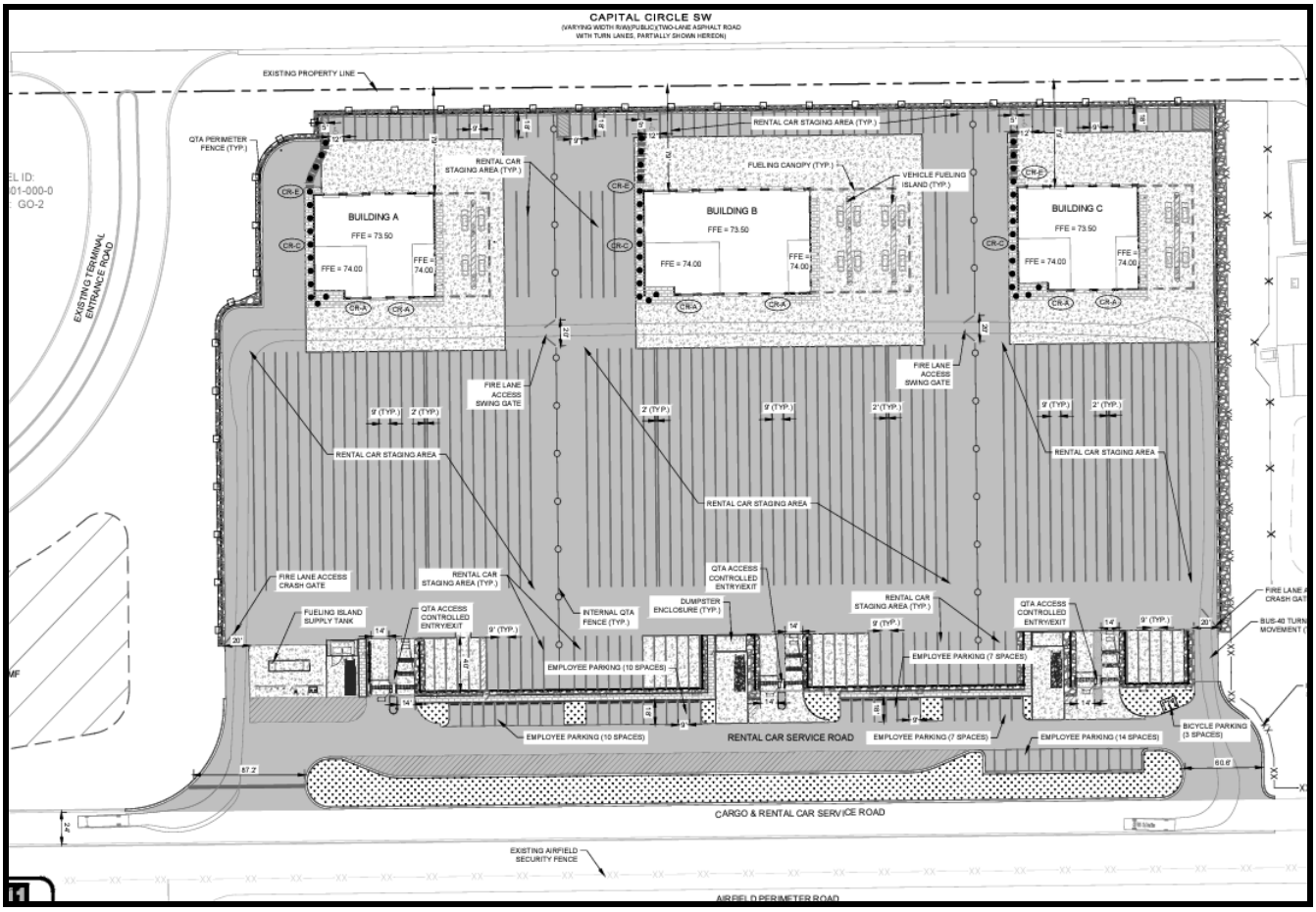
**Parking & Landscape Area Summary**



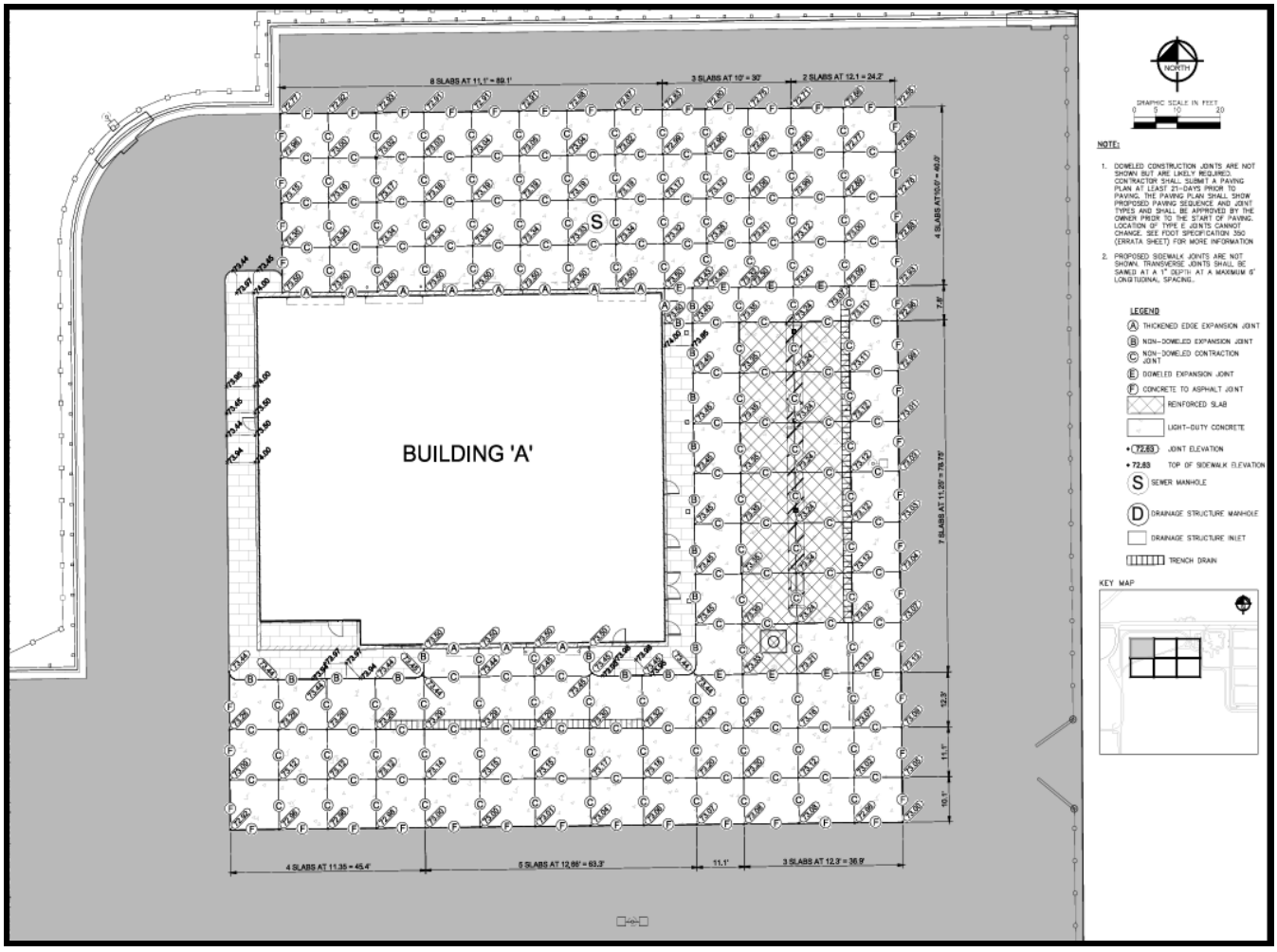

**Subject Aerial Site Plan Map**



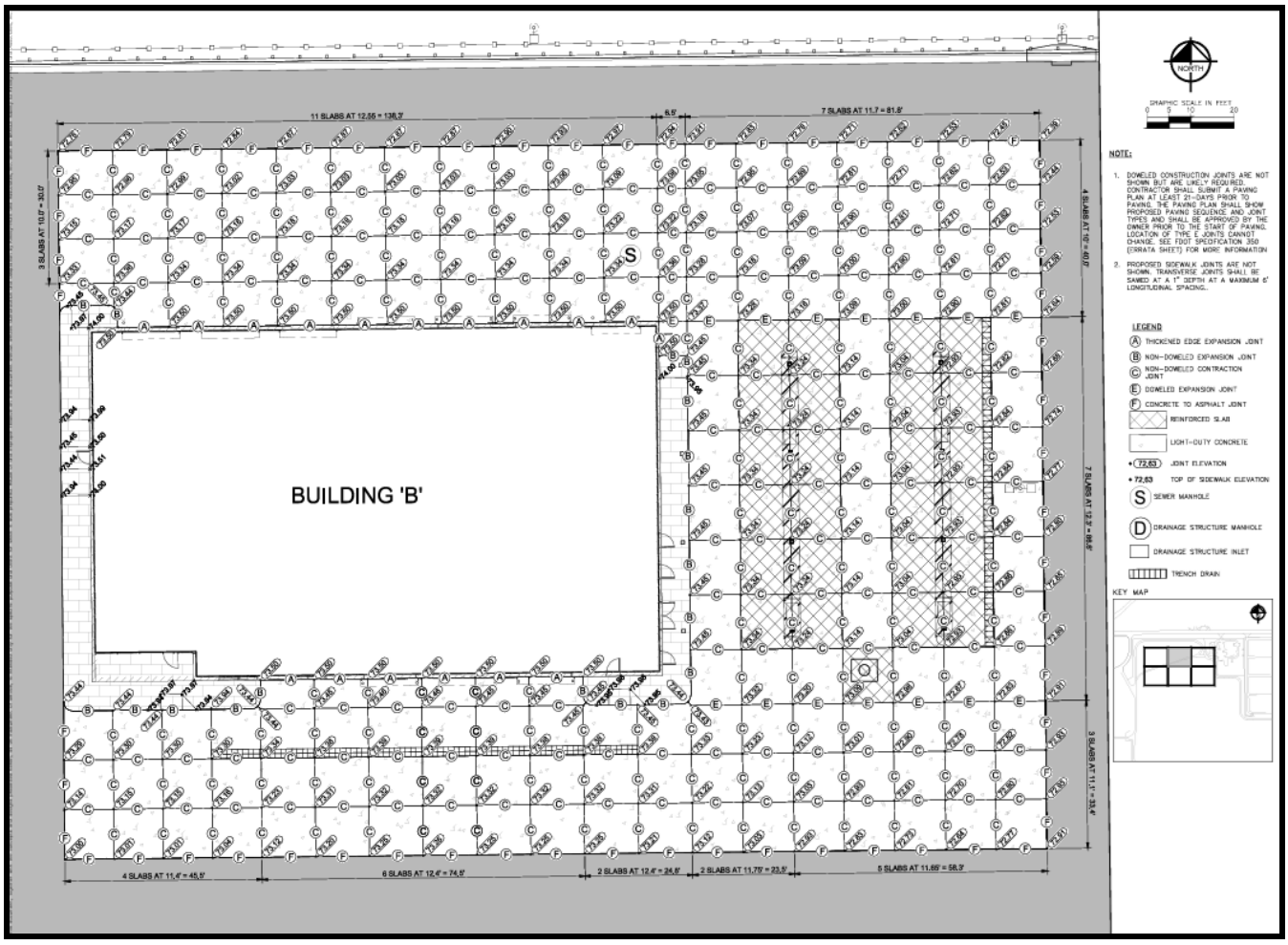

**Subject Aerial Site Plan Map**



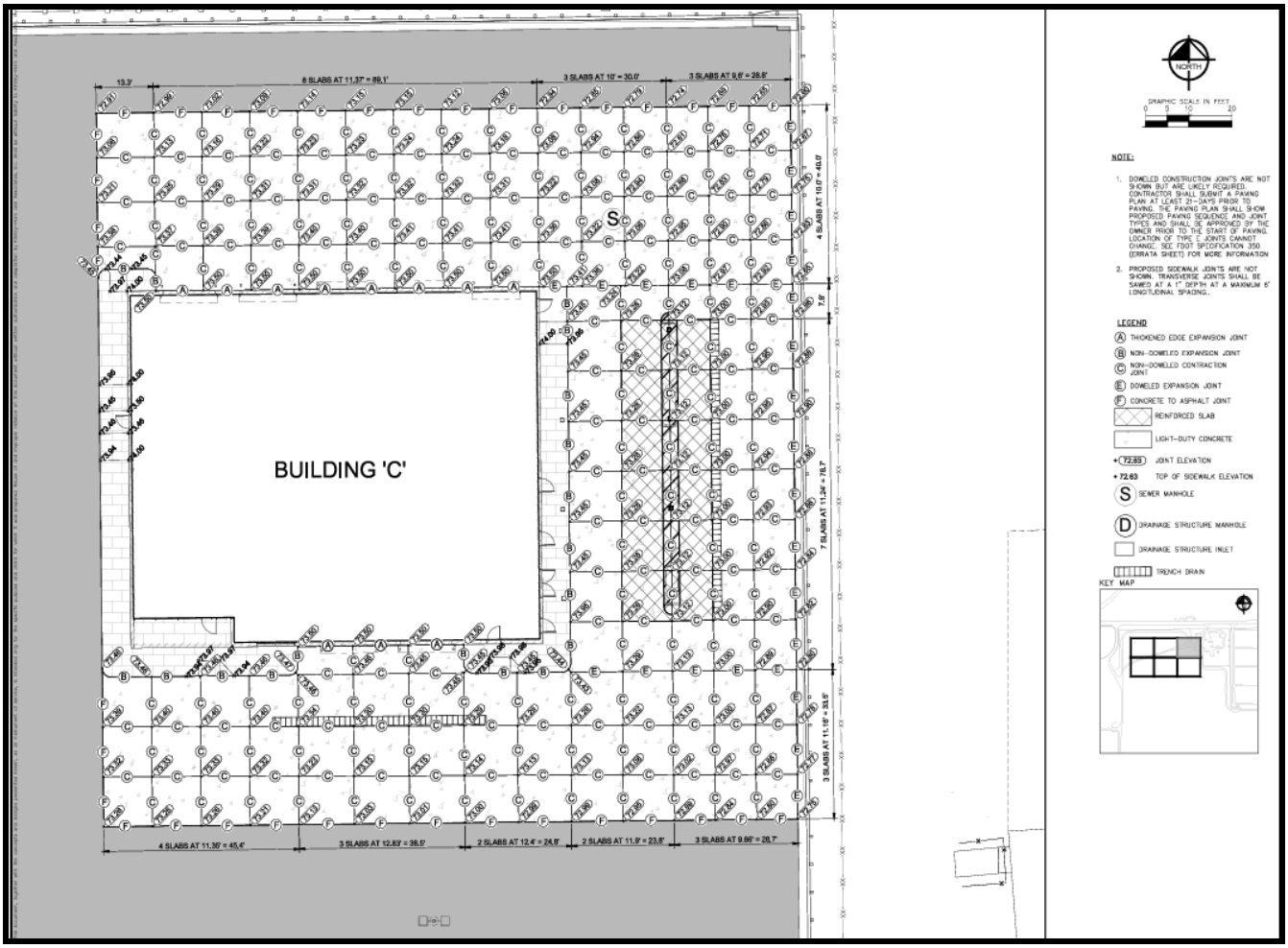

**Subject Detailed Site Plan Map**



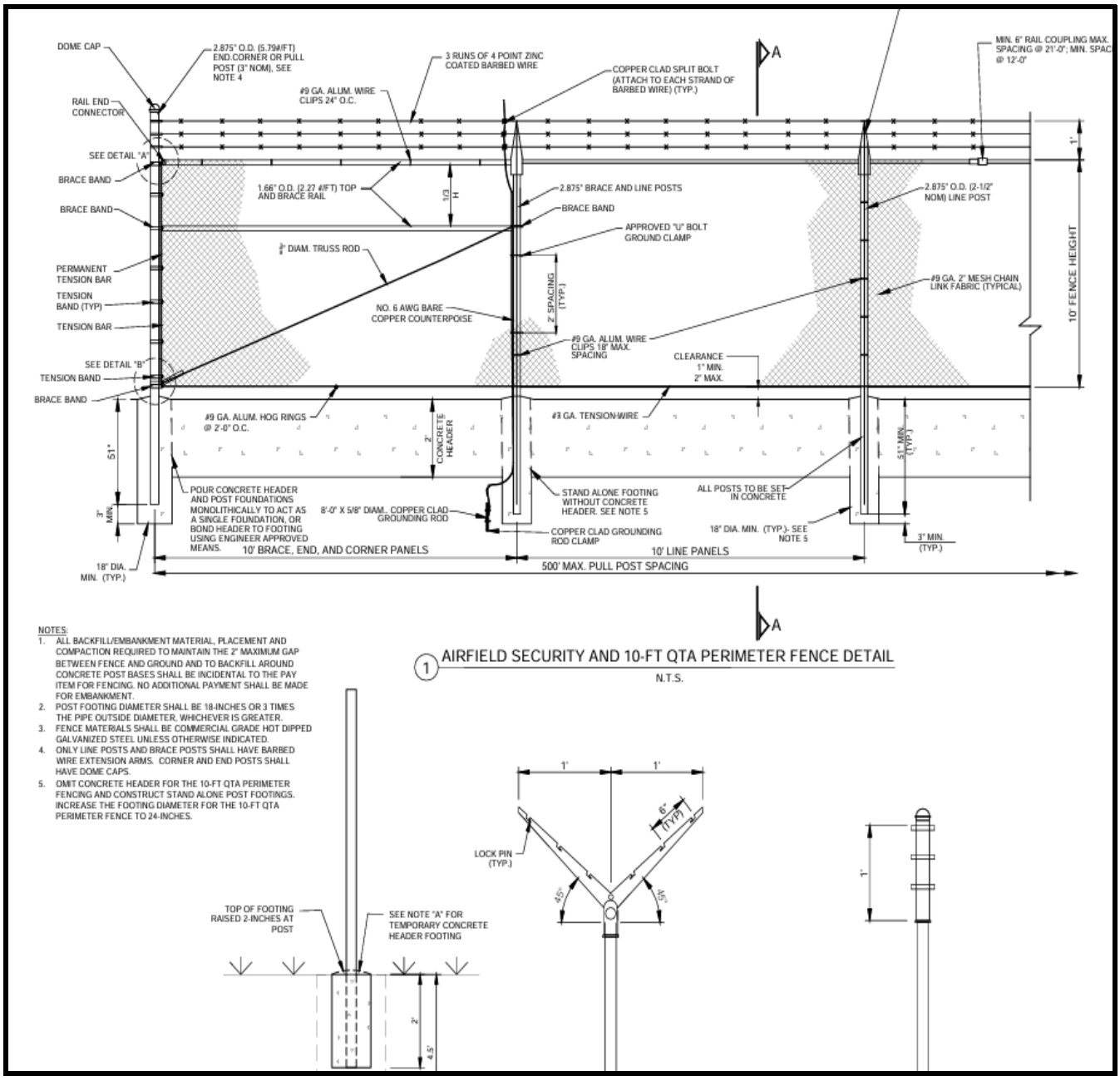

**Subject Site Plan Map - Building A Area**



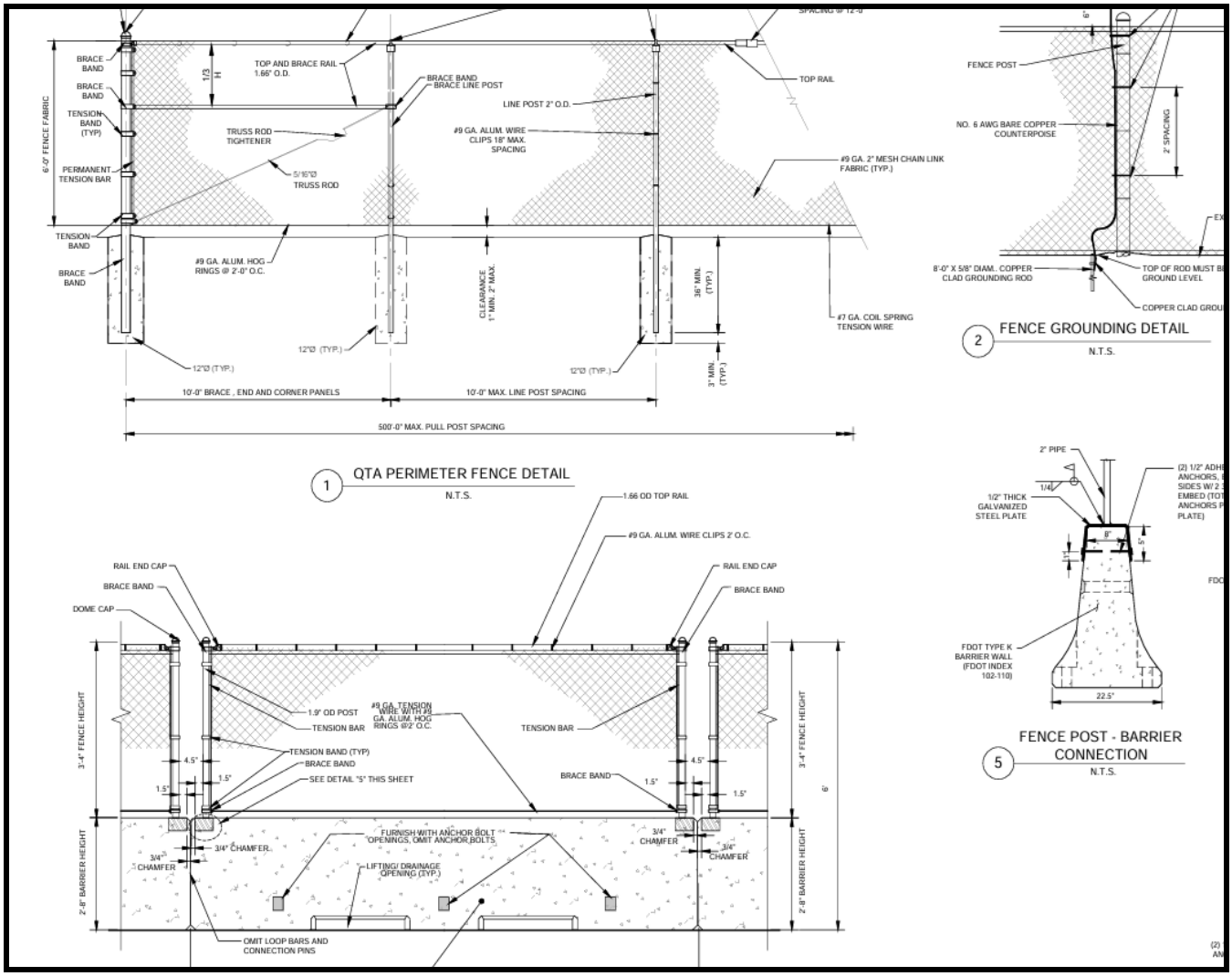

**Subject Site Plan Map - Building B Area**



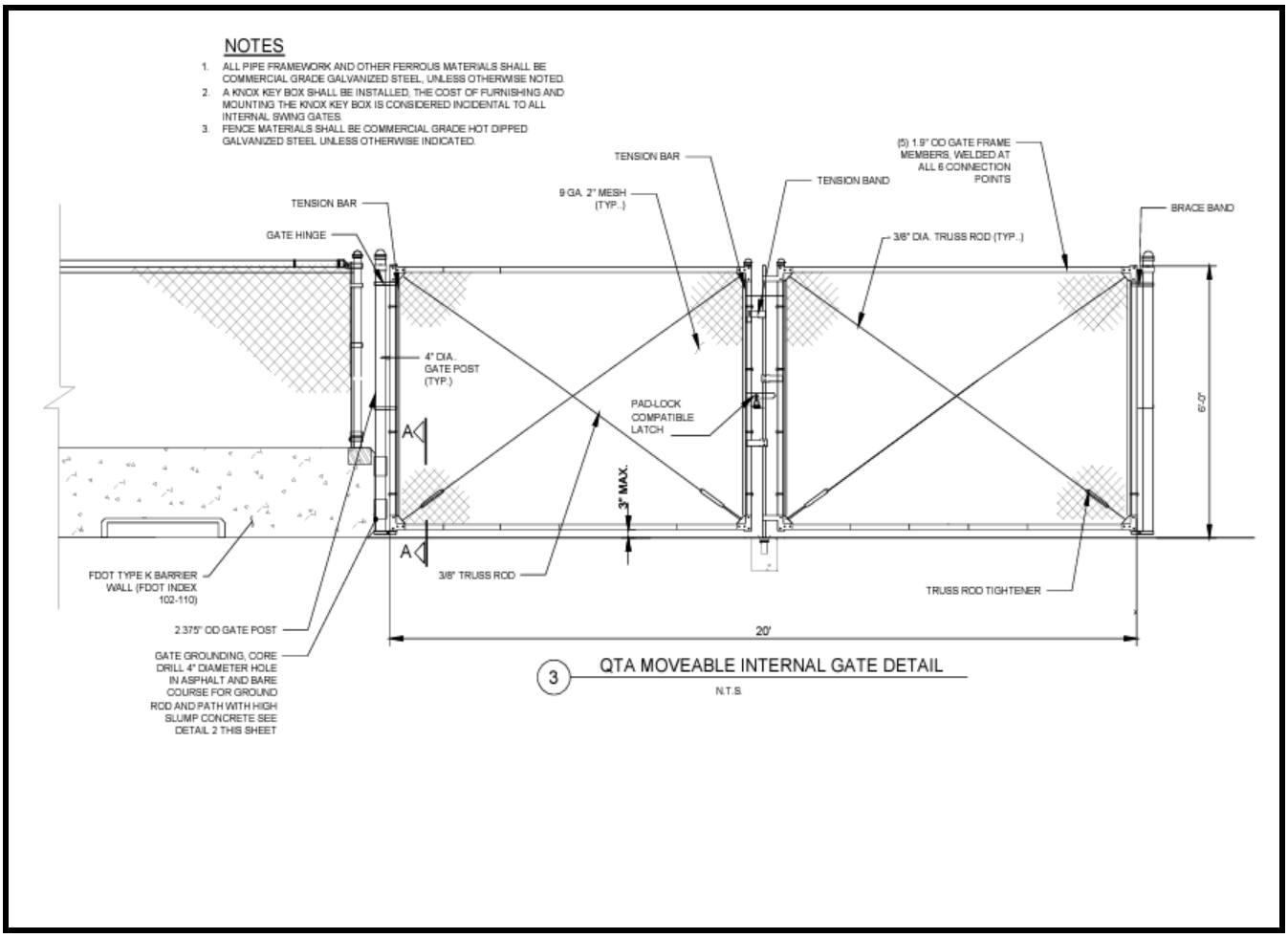

**Subject Site Plan Map - Building C Area**



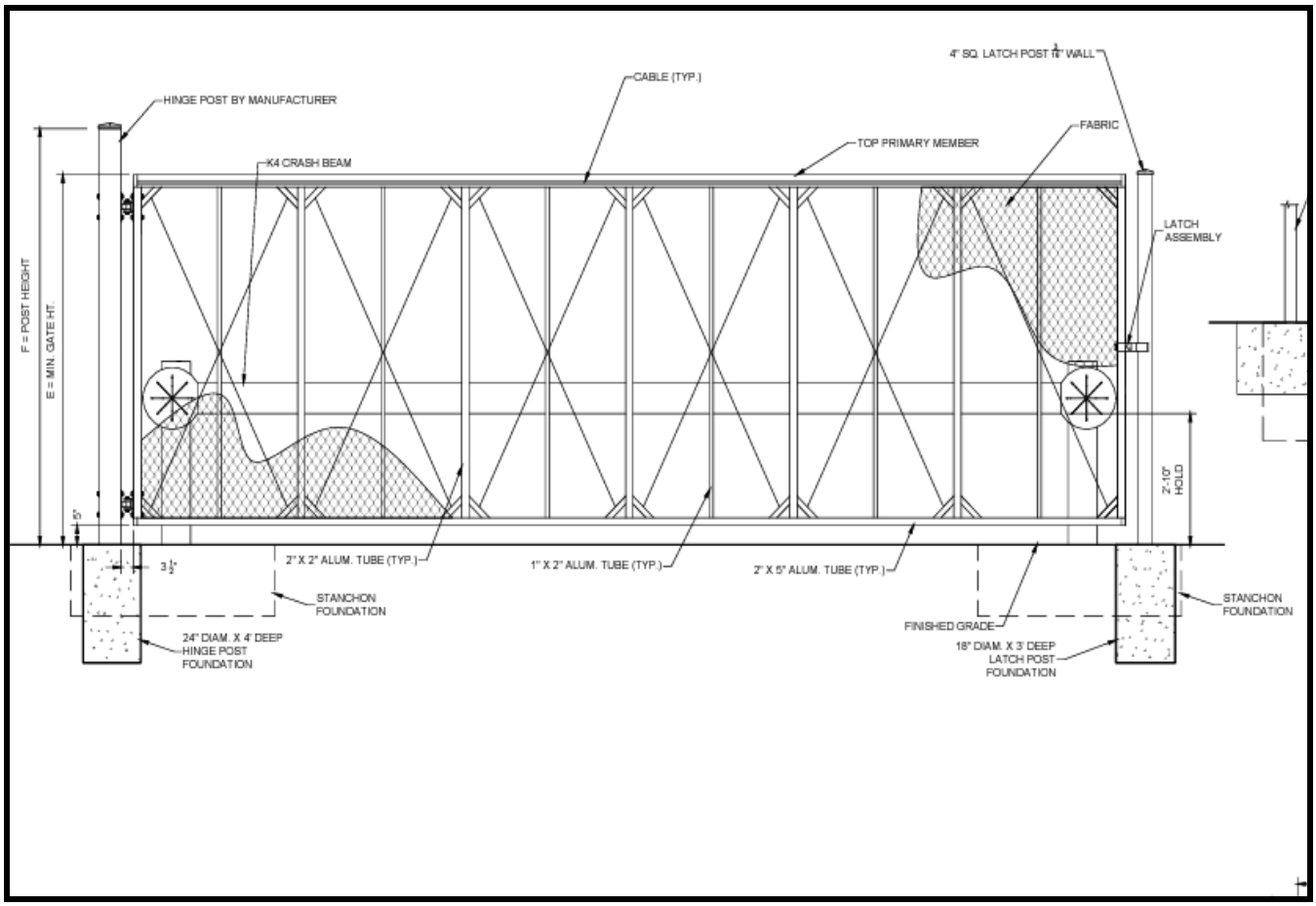

**Perimeter Fencing Details**



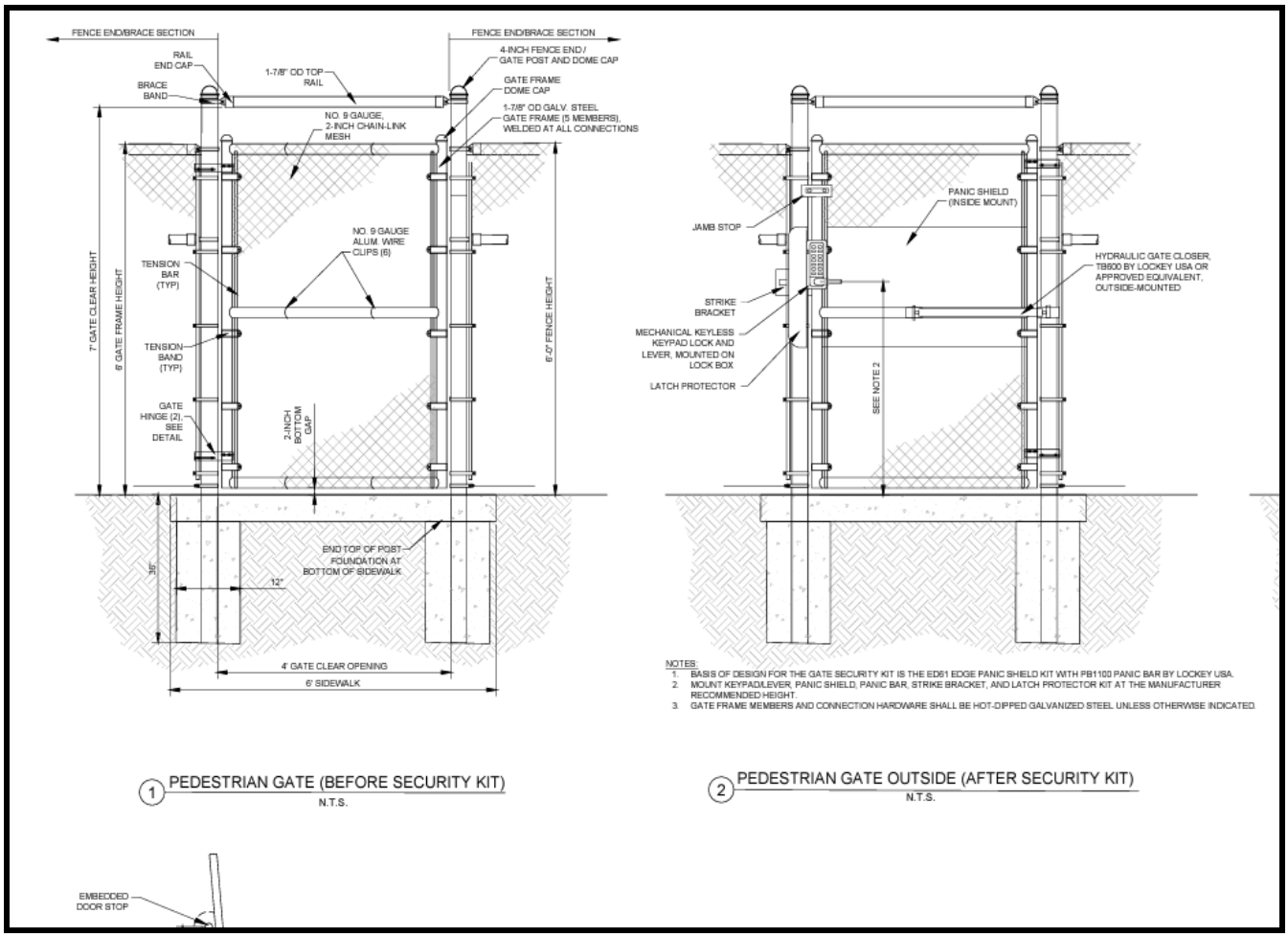

**Perimeter Fencing Details**


NOTES
1. ALL PIPE FRAMEWORK AND OTHER FERROUS MATERIALS SHALL BE COMMERCIAL GRADE GALVANIZED STEEL, UNLESS OTHERWISE NOTED.
2. A KNOX KEY BOX SHALL BE INSTALLED, THE COST OF FURNISHING AND MOUNTING THE KNOX KEY BOX IS CONSIDERED INCIDENTAL TO ALL INTERNAL SWING GATES.
3. FENCE MATERIALS SHALL BE COMMERCIAL GRADE HOT DIPPED GALVANIZED STEEL UNLESS OTHERWISE INDICATED.
TENSION BAR
TENSION BAR
GATE HINGE
9 GA. 2" MESH (TYP..)
TENSION BAND
(5) 1.9" OD GATE FRAME MEMBERS, WELDED AT ALL 6 CONNECTION POINTS
BRACE BAND
3/8" DIA. TRUSS ROD (TYP..)
4" DIA. GATE POST (TYP.)
PAD-LOCK COMPATIBLE LATCH
3" MAX.
6'-0"
A
A
FDOT TYPE K BARRIER WALL (FDOT INDEX 102-110)
3/8" TRUSS ROD
TRUSS ROD TIGHTENER
2.375" OD GATE POST
20'
GATE GROUNDING, CORE DRILL 4" DIAMETER HOLE IN ASPHALT AND BARE COURSE FOR GROUND ROD AND PATH WITH HIGH SLUMP CONCRETE SEE DETAIL 2 THIS SHEET
3
QTA MOVEABLE INTERNAL GATE DETAIL
N.T.S.

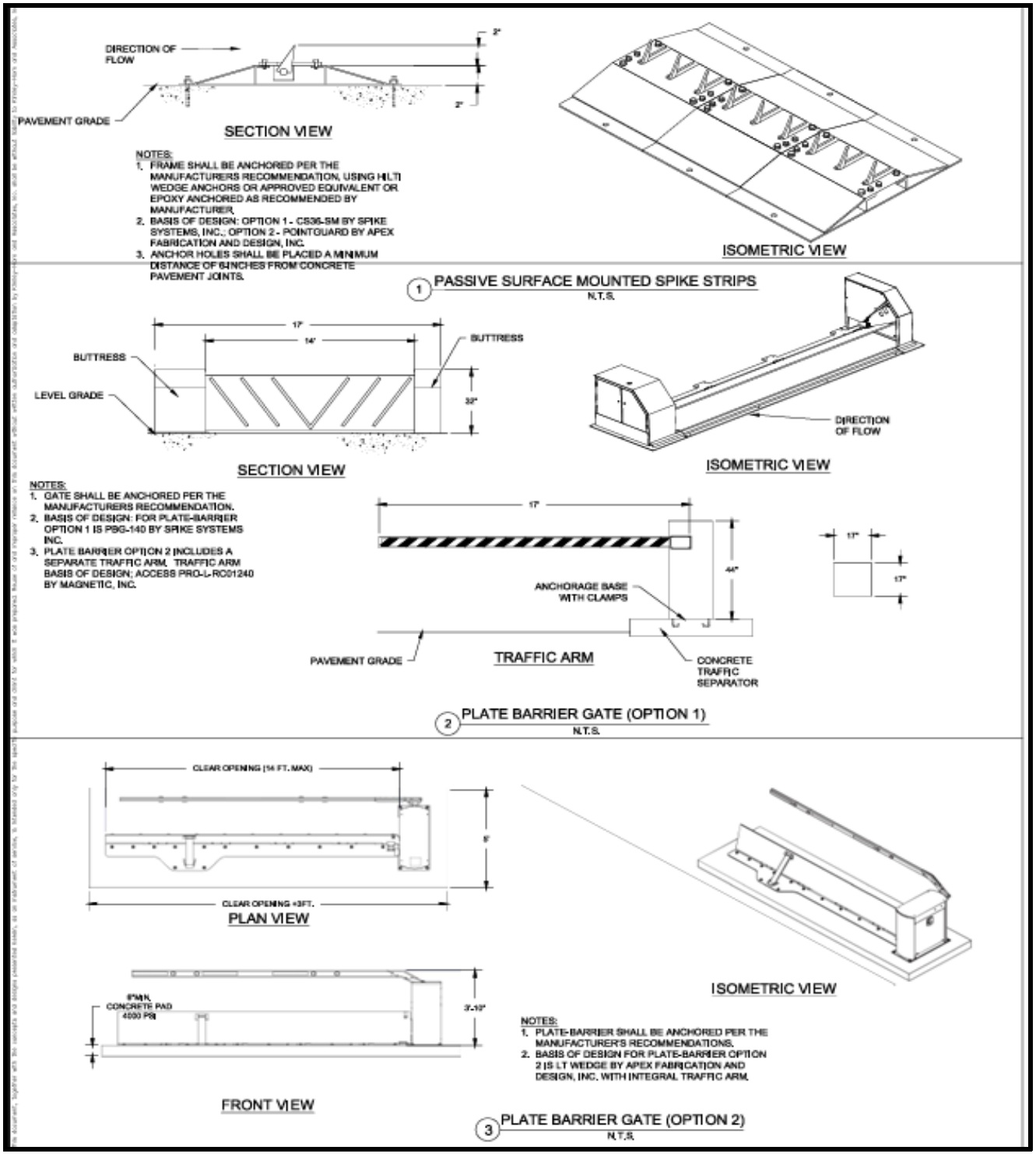
**Gate Detail**



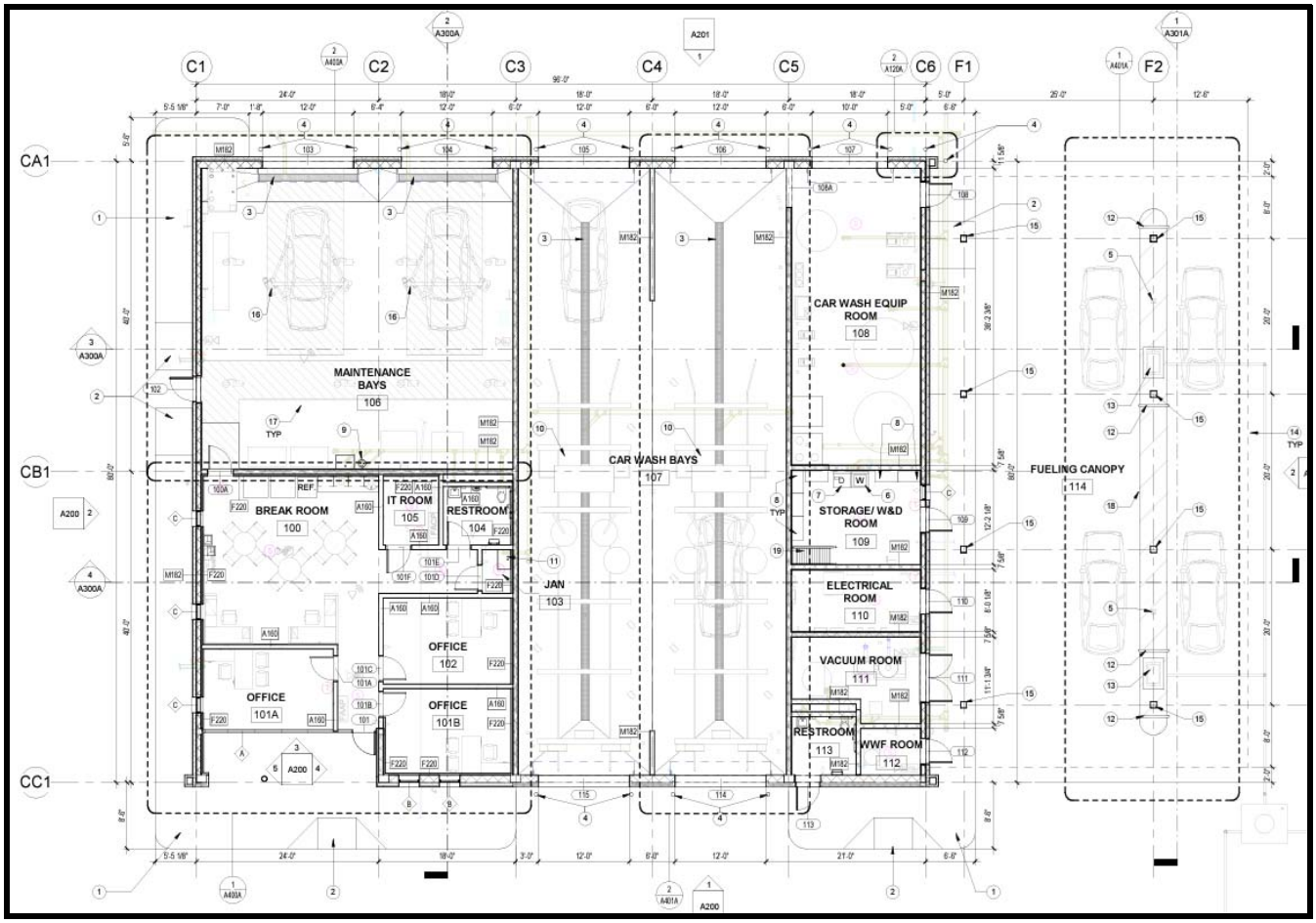

**Gate Detail (2)**



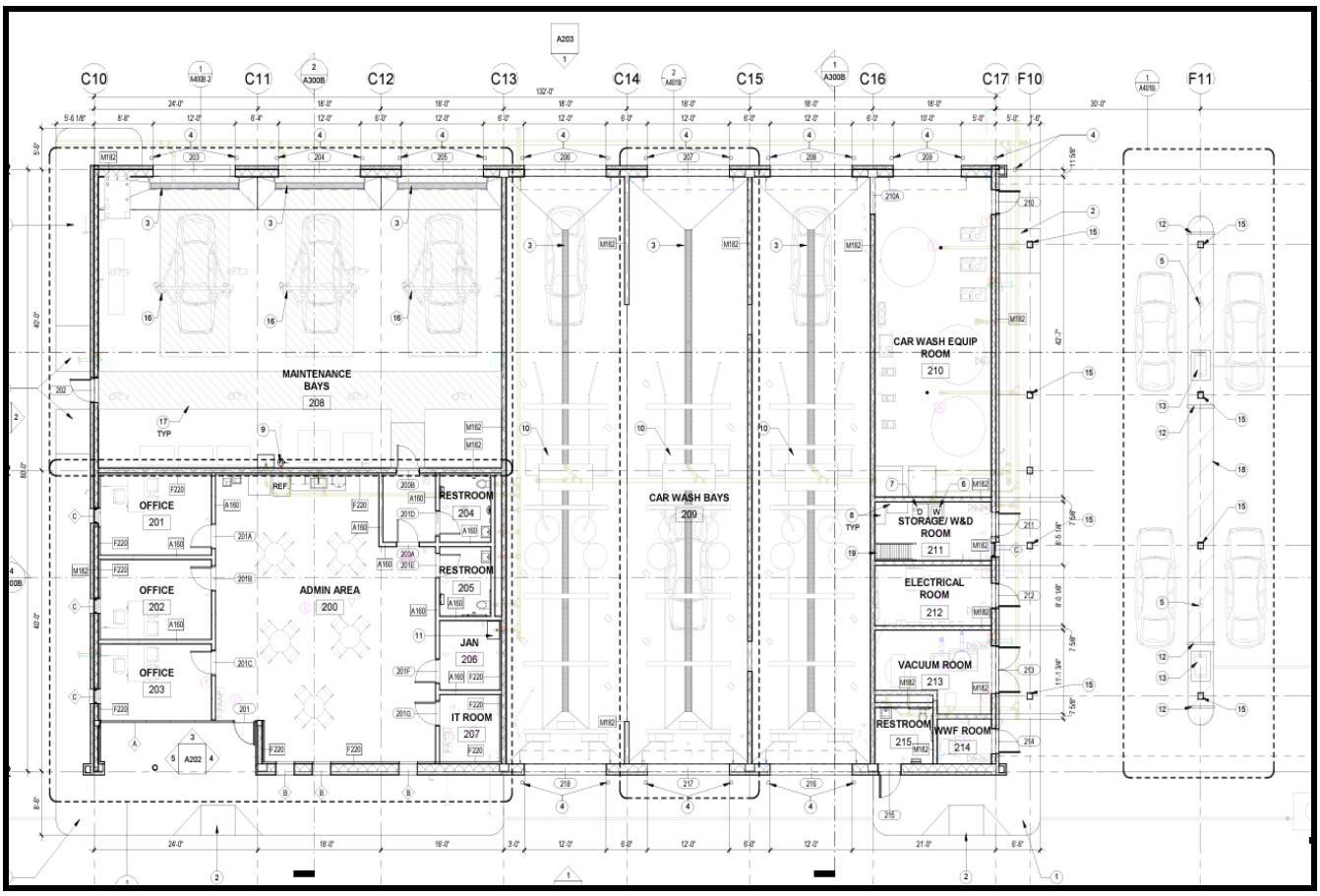

**Gate Detail (3)**



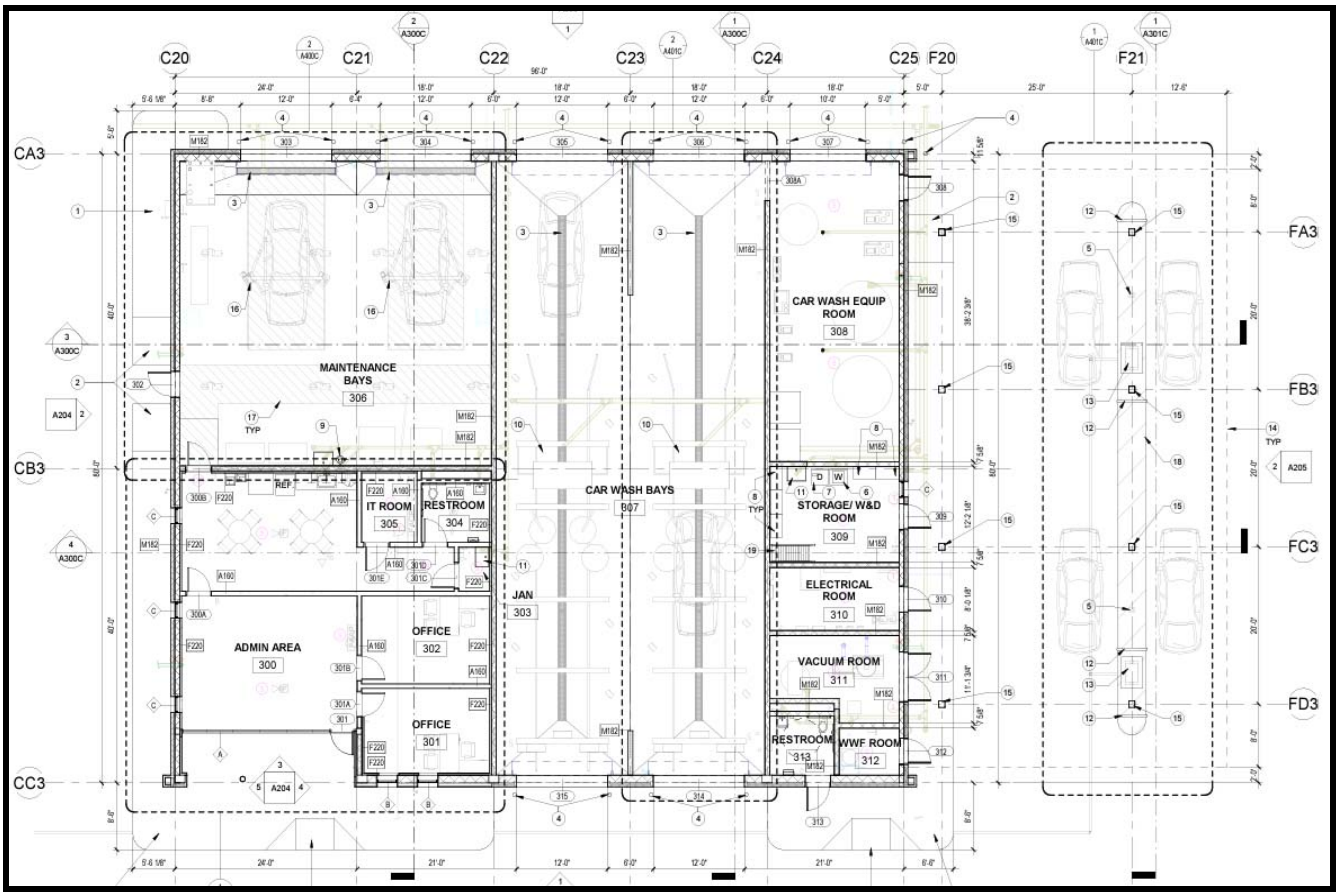

**Spike Strips & Barrier Gate Details**



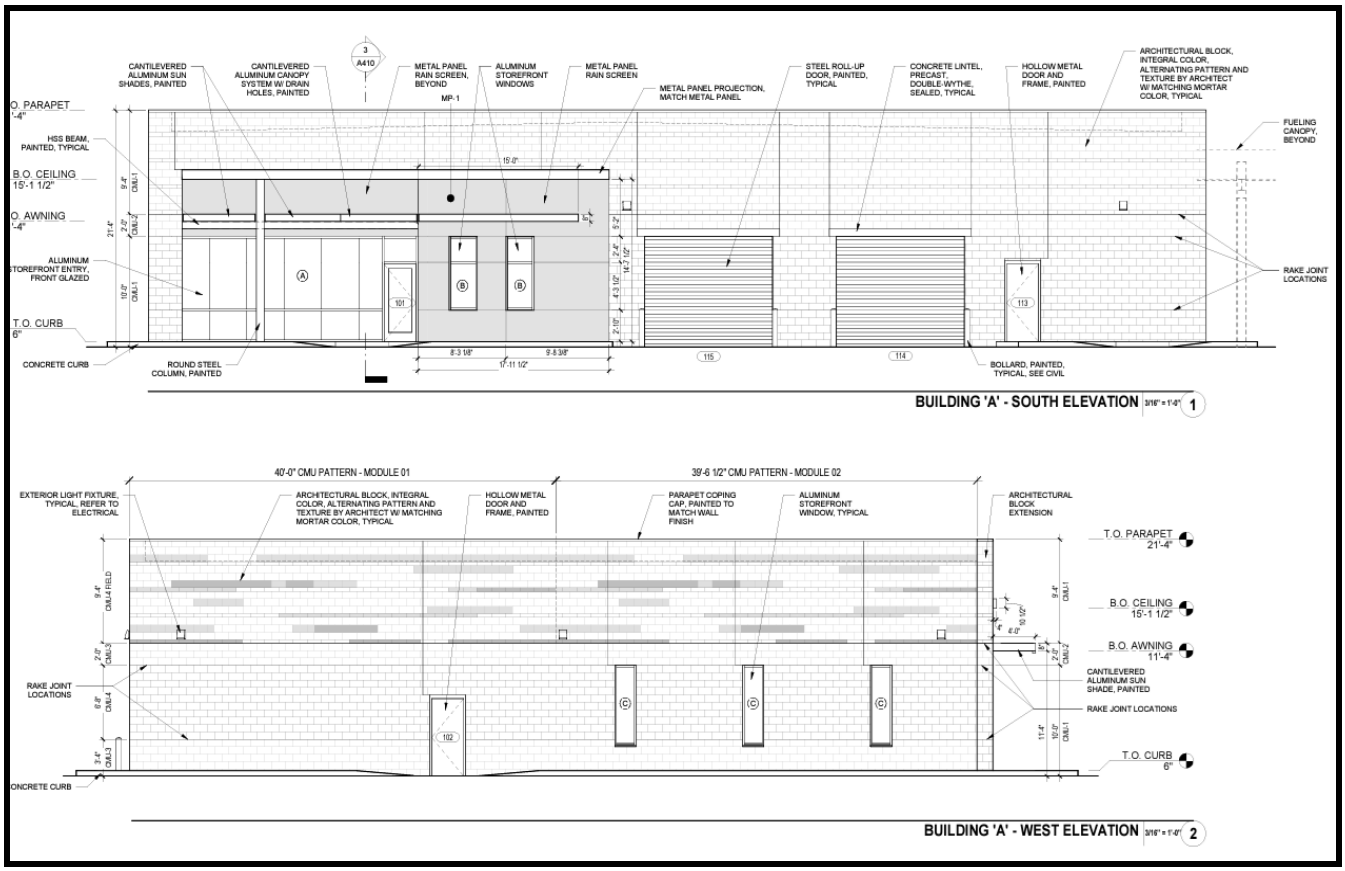

**Building A - Floor Plan Map**



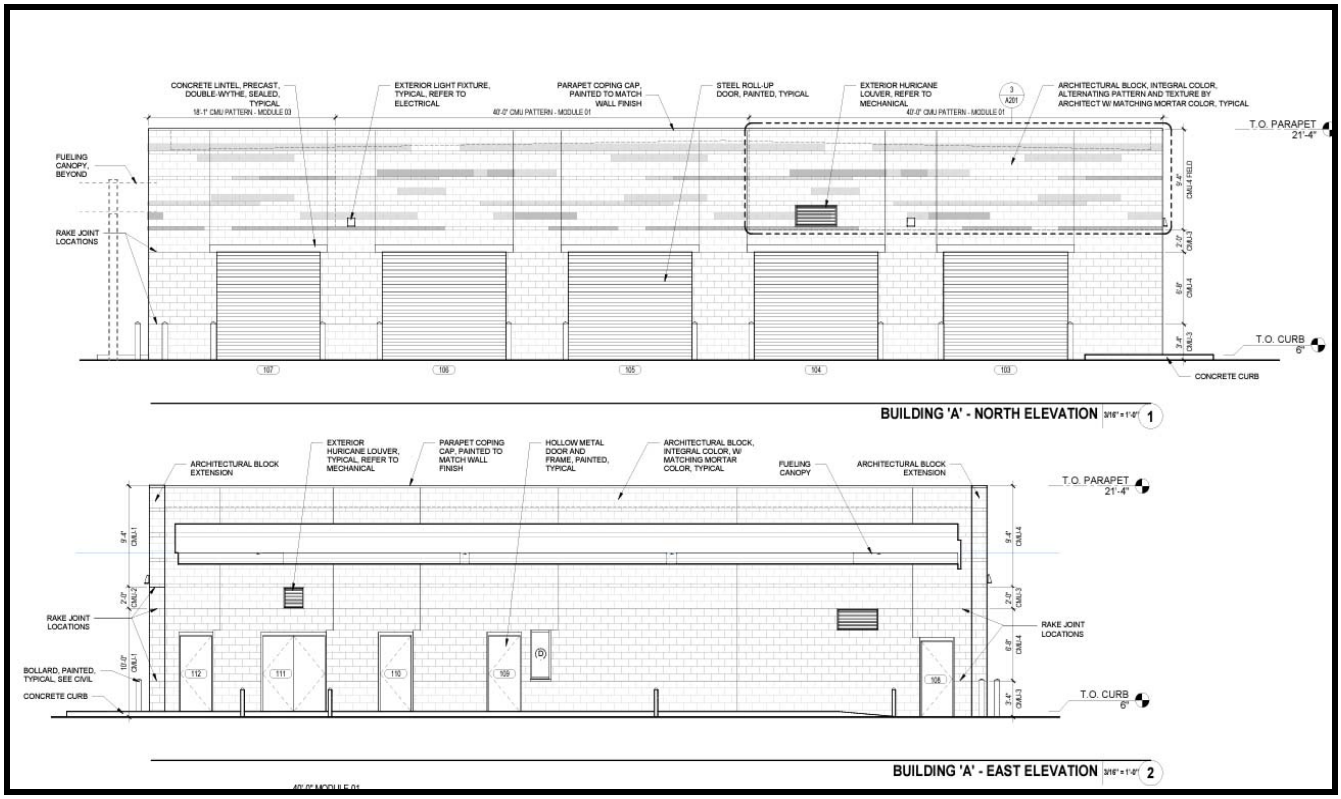

**Building B - Floor Plan Map**



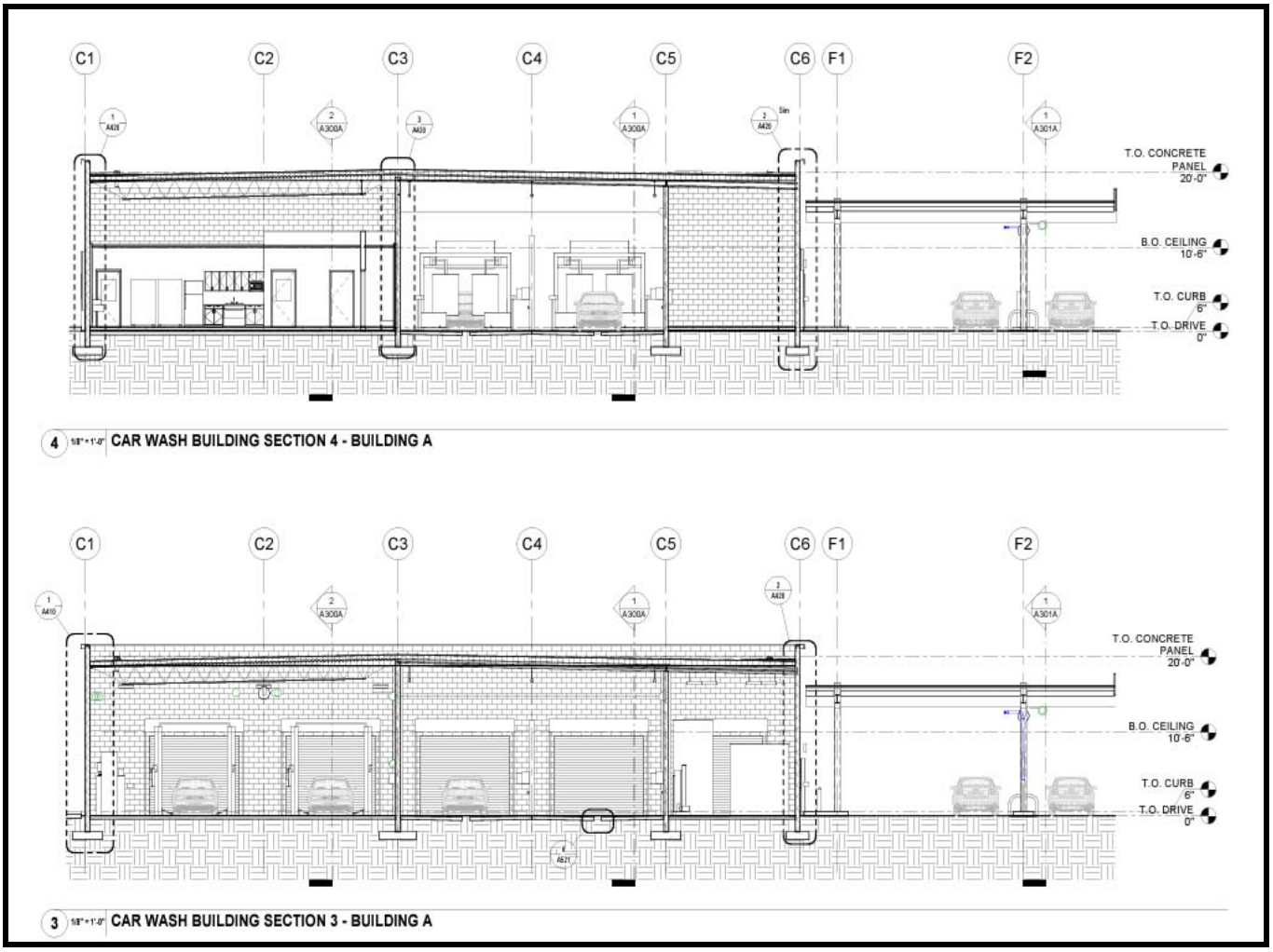

**Building C - Floor Plan Map**



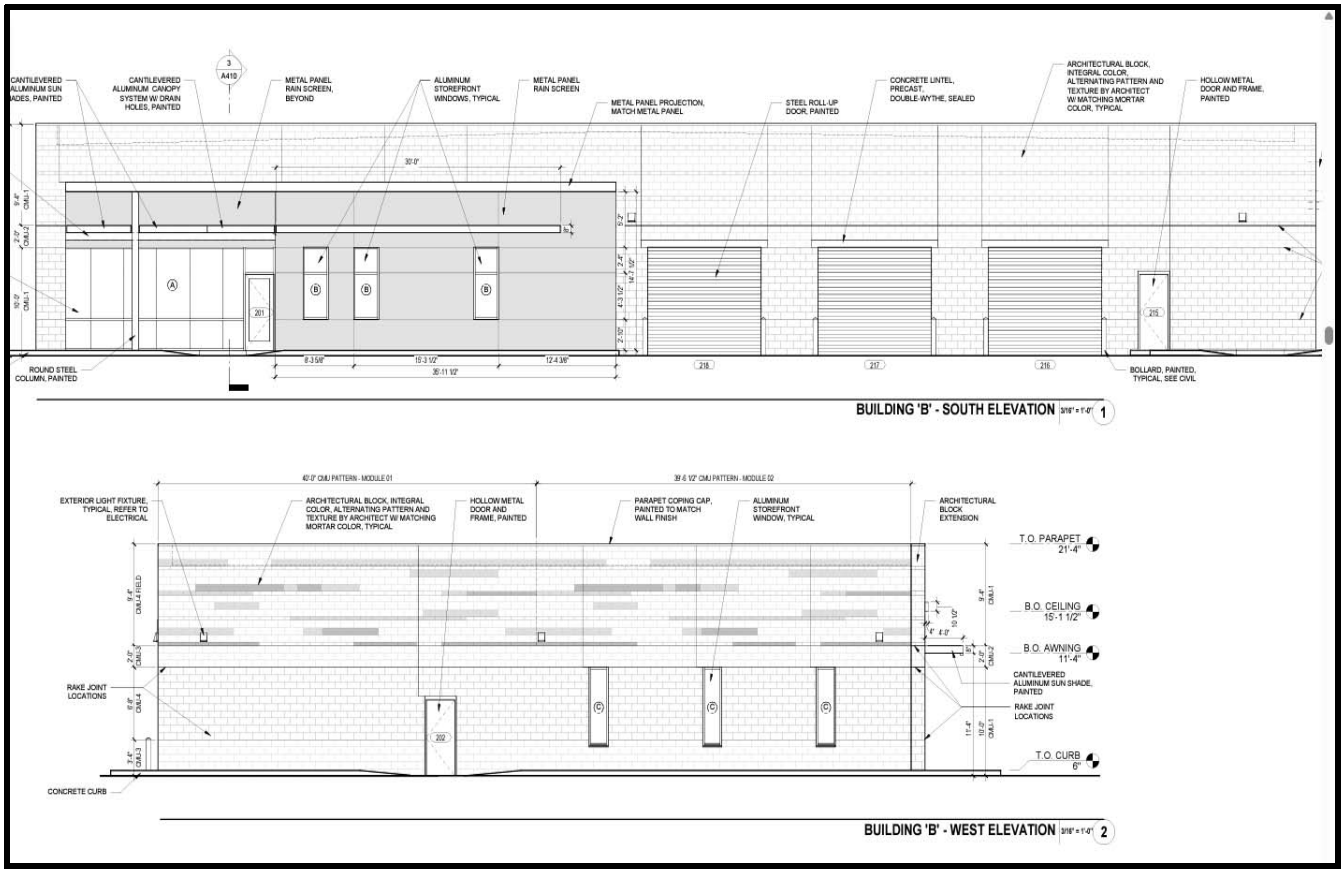

**Building A - Elevation Map**



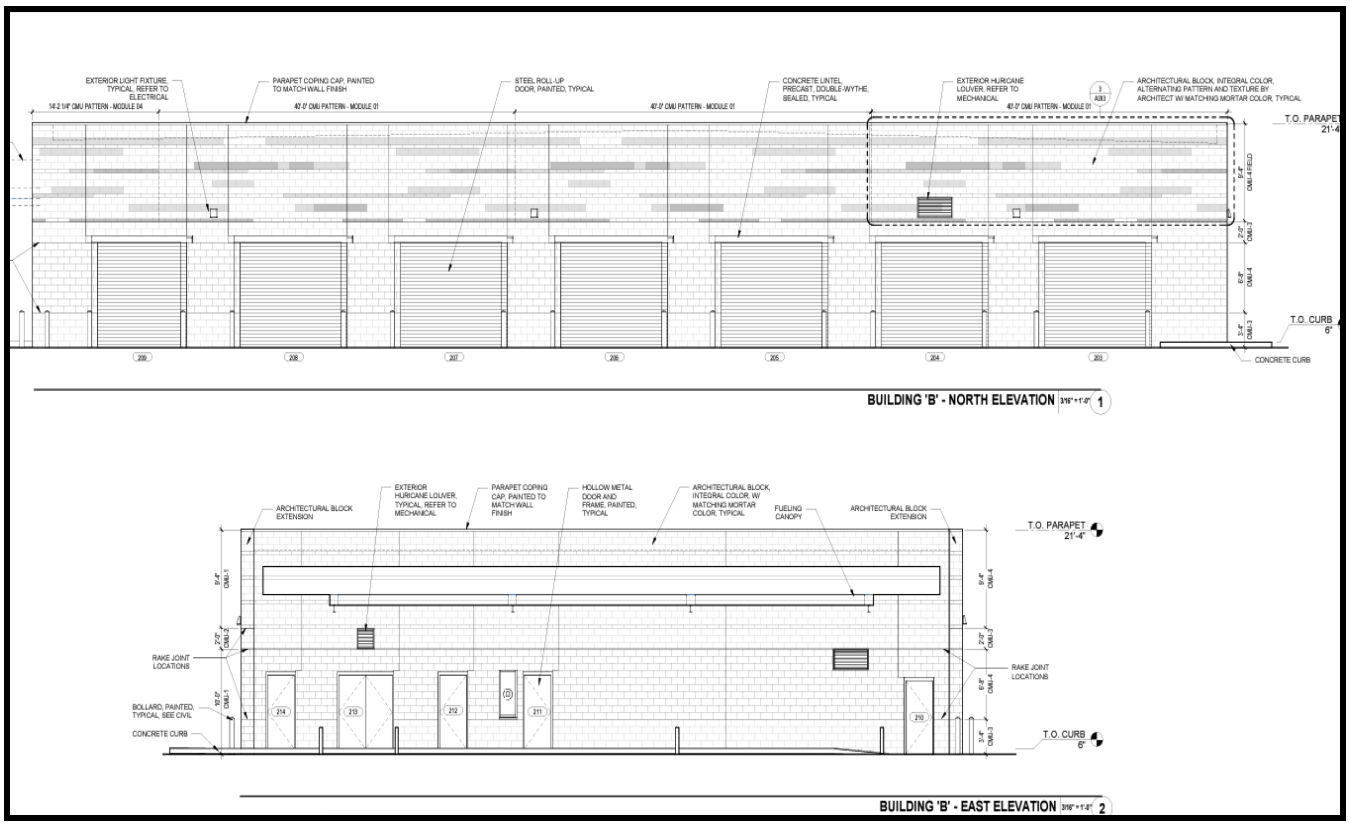

**Building A - Elevation Map**



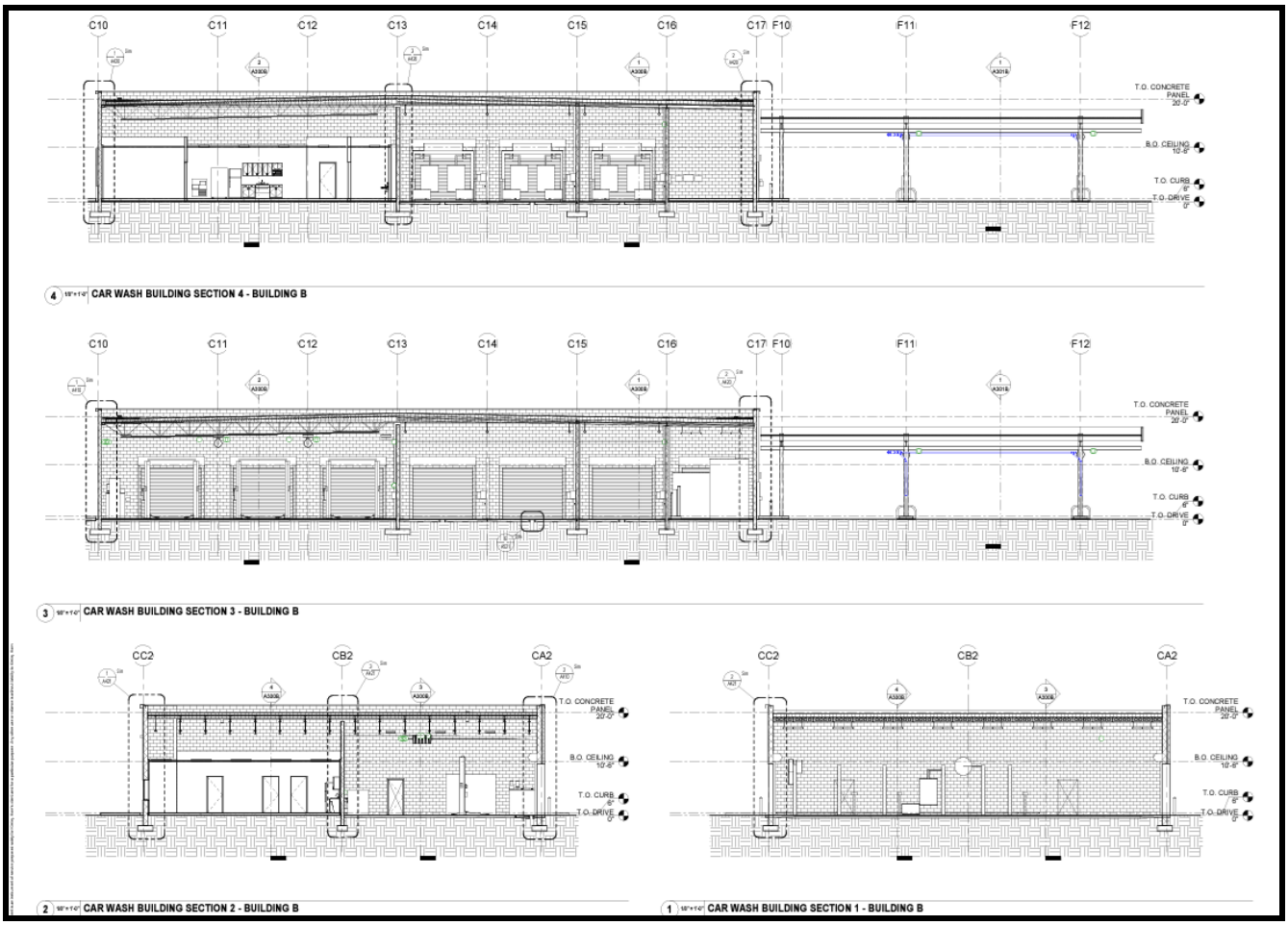

**Building A - Elevation Map**



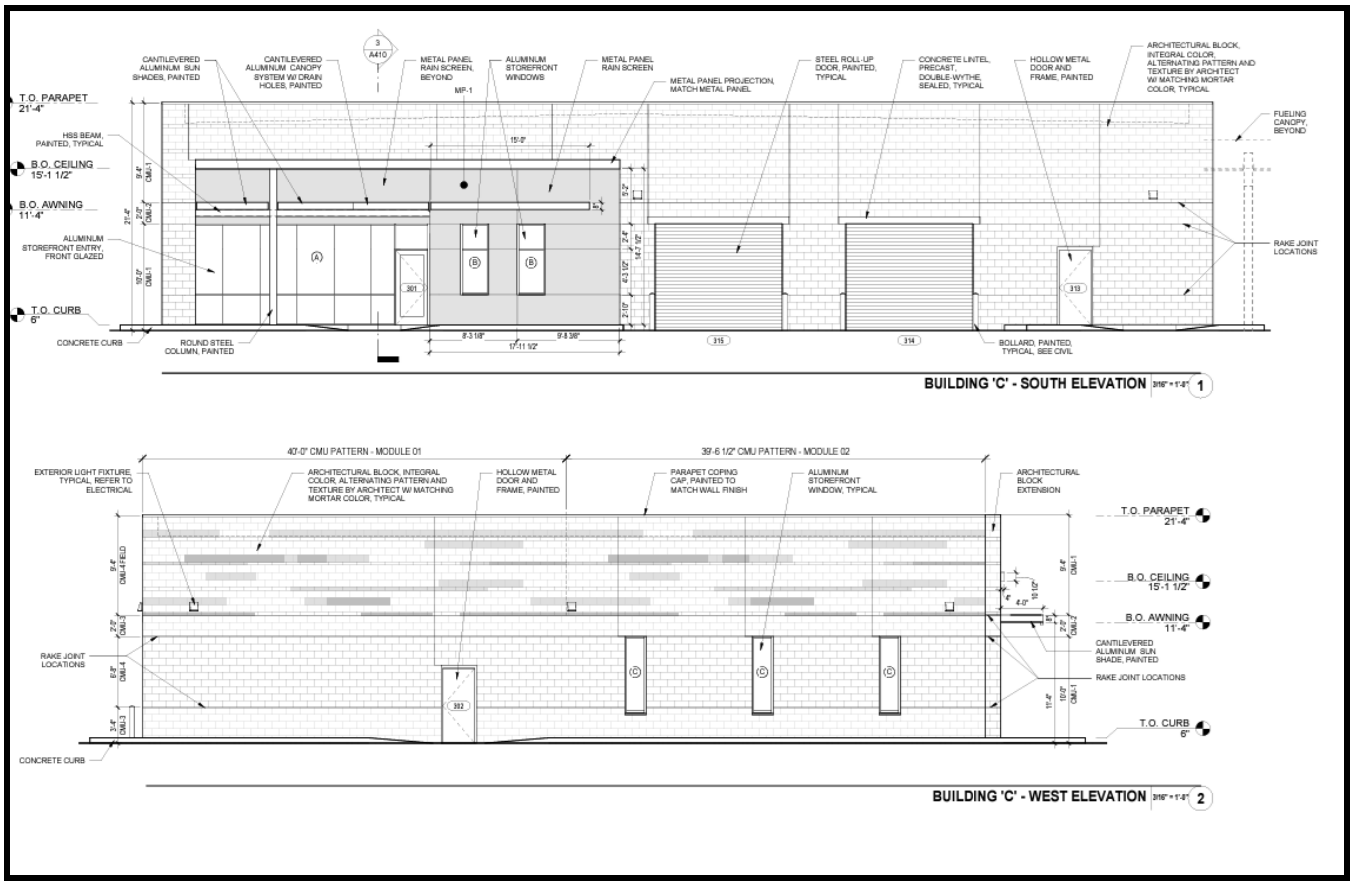

**Building B - Elevation Map**



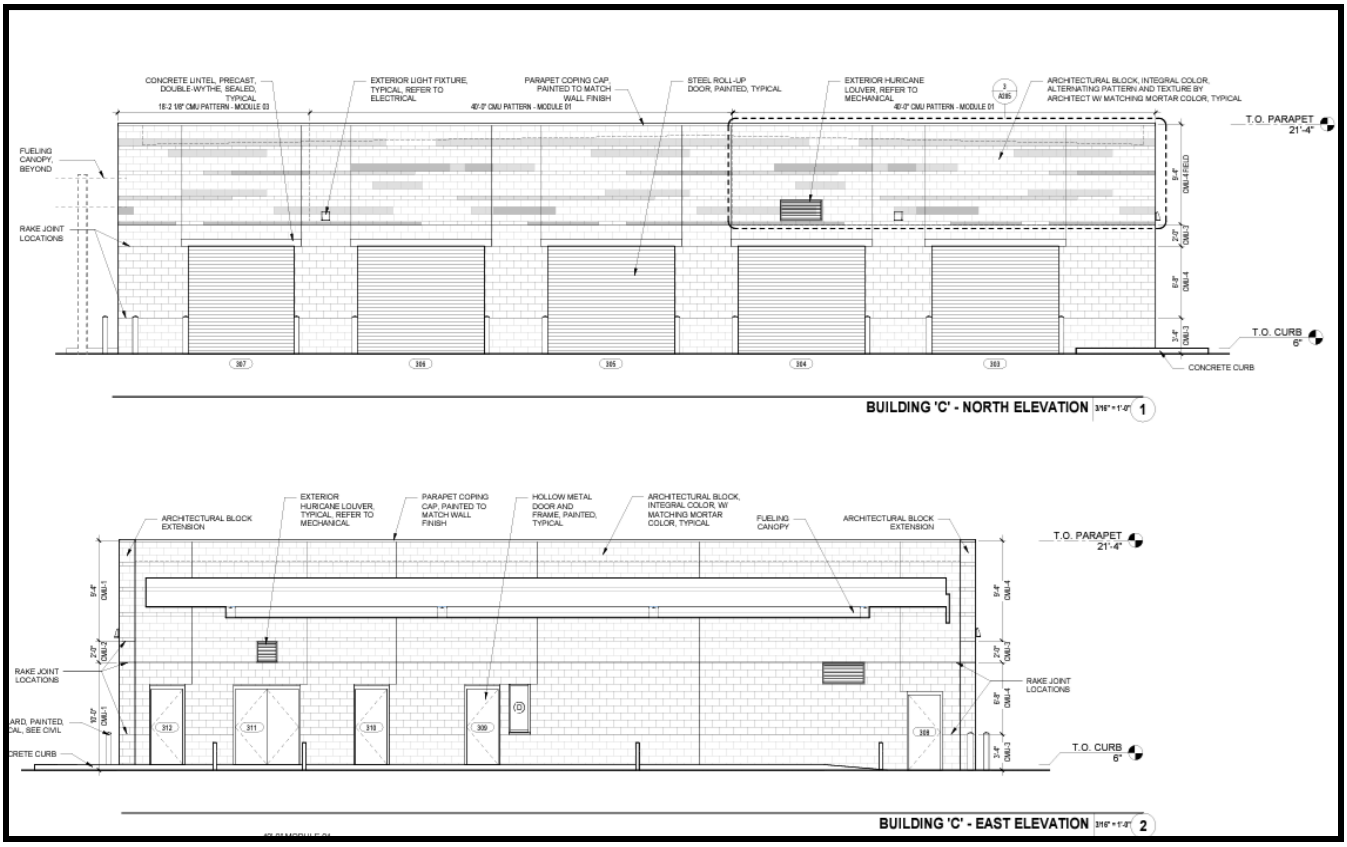

**Building B - Elevation Map**



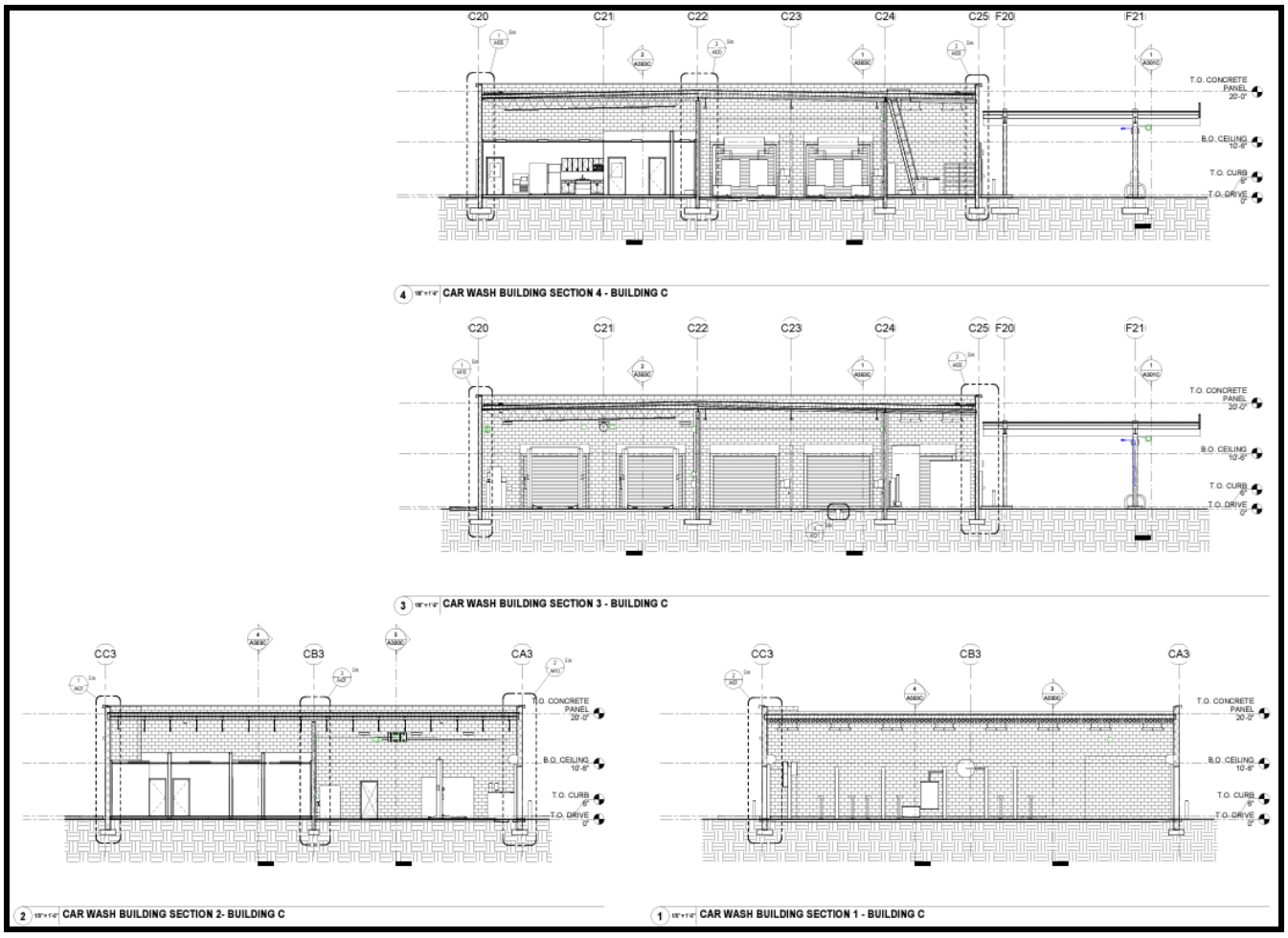

**Building B - Elevation Map**



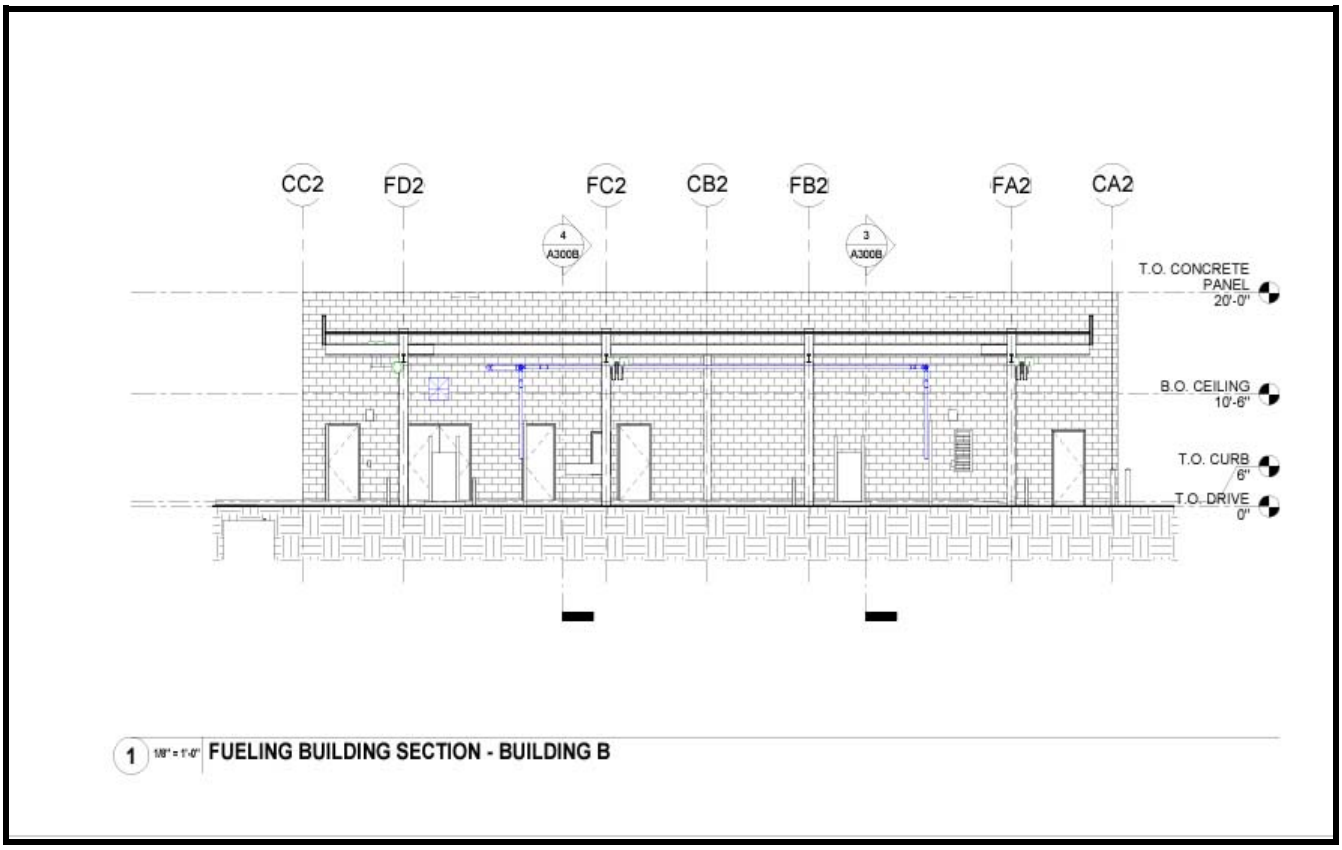

**Building C - Elevation Map**




**Building C - Elevation Map**




**Typical Car Wash Building Elevation**



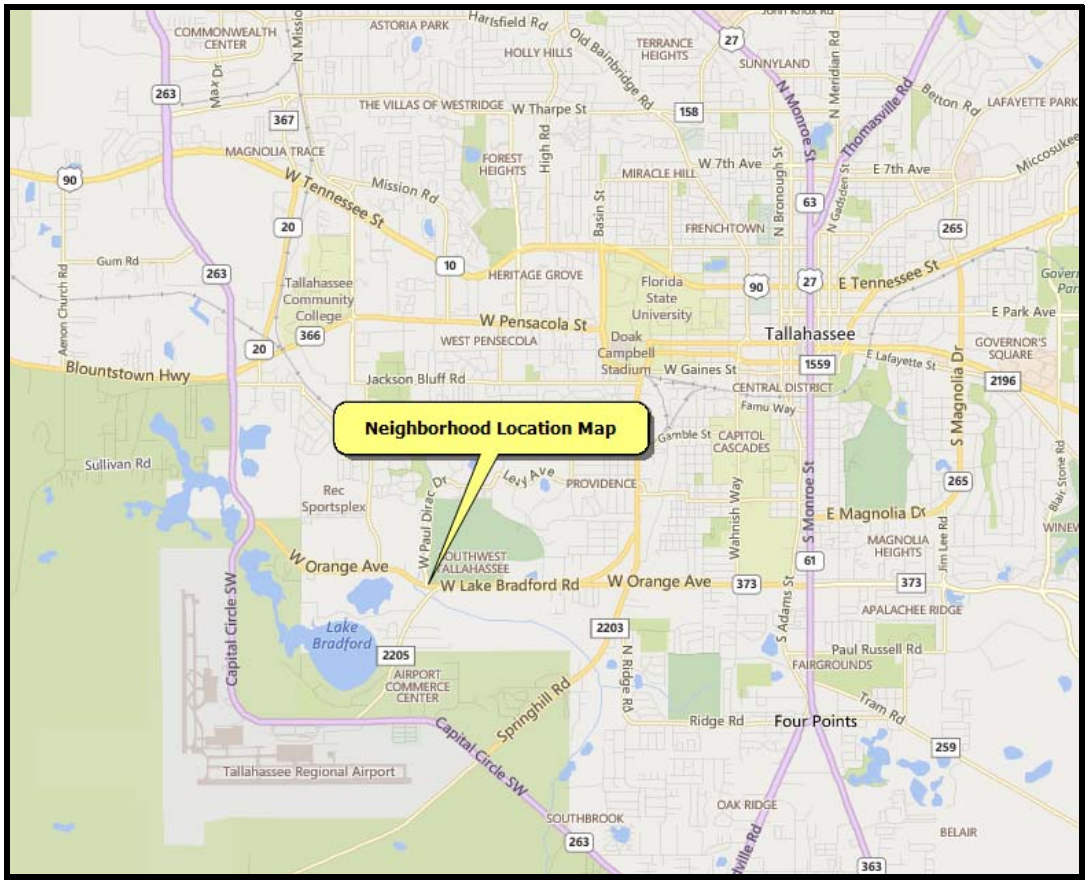

**Typical Fueling Building Elevation**

## NEIGHBORHOOD ANALYSIS

**Definition:** Although physical characteristics of real estate are important elements in determining value, external influences on a real property must be considered as well. These forces (economic, social, physical and governmental) play a major role in determining the trends in real estate. The neighborhood, although not easily defined, can best be described as:

> *A group of complementary land uses; a congruous grouping of inhabitants, buildings, or business enterprises.*[4]

Based on the above definition, a neighborhood can be considered as a grouping of complementary land uses that are similarly affected by the various physical, economic, social and governmental forces. Additionally, the neighborhood overview assists in the determination of future land uses and value trends within the defined boundaries.




**Neighborhood Location Map**

[4] The Appraisal Institute, **The Appraisal of Real Estate,** Twelfth Edition, The Appraisal Institute, 2001), p. 164.

**Neighborhood Development & Trends:** The City of Tallahassee and Leon County have numerous public works facilities in the immediate are of the southwest quadrant of Tallahassee include the city bus terminal (STAR Metro) maintenance facility, the Leon County Sheriff Department (county jail) and Fire Department training facility and City Utilities Department facility. The James Messer Park (baseball fields) is also a prominent improvement in the area. The Thomas P. Smith Wastewater Treatment Facility is located at the Springhill Road & Capital Circle SW intersection and houses the City's main sewage treatment center

Probably the most notable of developments in this neighborhood is the Innovation Park mixed-use district. This subdivision encompasses 208 acres and is owned and managed by the Leon County Research and Development Authority. The mission of the park is "to work in affiliation with Florida A & M University and Florida State University to develop the research park to promote scientific research and development activities and foster economic development and broaden the economic base of Leon County. Typical allowable uses in the park include: commercial, research & development, hotel and office use. Height limitations are 90 feet, maximum building coverage is 65% and additional parking requirements exist as well. Occupants in this park include: the National High Magnetic Lab (FSU), Elbit Systems of America, Danfoss Turbocor, etc.

The southwest quadrant includes the initiative in the Tallahassee-Leon County Comprehensive Plan, known as the Southern Strategy Area. This area recognizes the history and trends of the area, as it speaks of market patterns in less than flattering terms. The focus of the Southern Strategy is for urban renewal efforts to preserve neighborhoods and to encourage "place-making"; not so much for outlying areas, like that of the airport. The airport enjoys an exemption from the Southern Strategy through peripheral Parcels C & D do not appear to be exempt, the effect of which is negligible in the near term.

The positioning of the airport in the southwest quadrant, with it's outlying placement surrounded mostly by government lands, results in a lack of linkage of TLH with complementing activity centers. An "Airport Express Bus Service" is included in the CRTPA Priority List (PPL) as priority item #71 and is asterisked: "Prior to funding...local funds for transit operations must be identified." The intent is to create mass transit linkage primarily between the state/local government center of Tallahassee and the Airport.

Capital Circle SW is the main arterial which provides access to the Tallahassee International Airport and to the immediate subject area. This roadway is in the process of being upgraded and widened from two-lanes to multi-lanes and as a divided suburban parkway (including bicycle and pedestrian paths). The project is funded by the Florida Department of Transportation and Blueprint 2000. The legs most proximate to the airport are some of the last to be upgraded of the 20 year+ project. Improvements to Capital Circle SW are not scheduled to occur until the second five-year period from the date of this valuation. Until Capital Circle is upgraded, private sector properties will be comparatively stagnant or in a "holding pattern.."

**Airport Overview & Proposed Capital Improvements:** Tallahassee International Airport currently has a total economic output of $859 million (increase of 43% since 2019) and encompasses approximately 1,000 acres ±. This airport supports approximately 176 aircraft operations per day (Commercial, FBO, DLA Approved, Ground Services, etc.) and carries 9.5 million pounds of freight per year (via Federal Express). The facility includes two 150' runways, one with 7,000 linear feet and the other with 8,000 linear feet. As of 2023, the total number of passengers was 858,280 (increased 4.5% from 2022 and down 1% from 2019 peak). Prior to COVID-19, the 2019 peak rate resulted in an increase of 6.9% from the 2018 levels. The airport is now trending back to pre-COVID levels as well.

Capital improvement projects of the airport are expected to have greater effect on parcels inside the facility, as opposed to outside. The improvements should result in a more attractive facility, as an enticement for private sector investment. The recent capital improvements are to total approximately $110 million ($90 million in FAA & FDOT grants and $20 million in local funding). Some of the projects in the CIP are maintenance and rehabilitation of the infrastructure at the airport, while other infrastructure is planned for upgrades. Also included in the revitalization is a $16 million upgrade to the existing hangar operations. Another upgrade is the proposed consolidated rental car facility of $20+ million. Finally, the terminal is proposed to undergo significant upgrades (mostly interior), totaling approximately $13 million.

OFFICE OF ECONOMIC VITALITY

## *Economic Factors*

### Airport Traffic Statistics

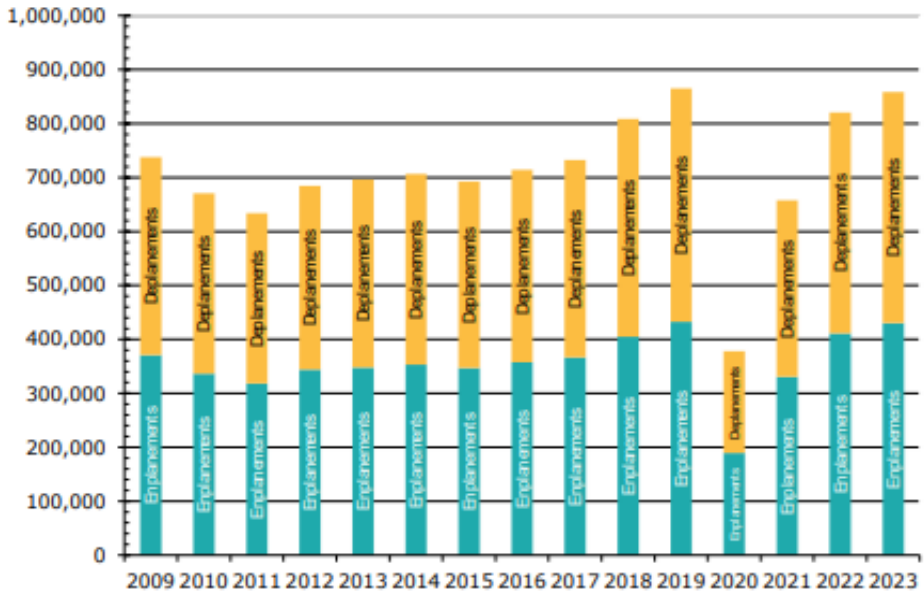
### Total Passengers at TLH

Trend: Passenger traffic at Tallahassee International Airport in 2023 increased by 4.6% compared to 2022, and was 99% of the total passenger volume in 2019.

| Year | Enplanements | Deplanements | Total Passengers | Percent Change from Previous Year |
|---|---|---|---|---|
| 2009 | 371,106 | 366,579 | 737,685 | -11.2% |
| 2010 | 336,598 | 334,099 | 670,697 | -9.1% |
| 2011 | 318,172 | 315,619 | 633,791 | -5.5% |
| 2012 | 344,078 | 340,533 | 684,611 | 8.0% |
| 2013 | 348,185 | 348,539 | 696,724 | 1.8% |
| 2014 | 353,253 | 353,275 | 706,528 | 1.4% |
| 2015 | 346,992 | 345,857 | 692,849 | -1.9% |
| 2016 | 357,579 | 356,407 | 713,986 | 3.1% |
| 2017 | 366,408 | 365,827 | 732,235 | 2.6% |
| 2018 | 404,807 | 403,806 | 808,613 | 10.4% |
| 2019 | 432,845 | 431,960 | 864,805 | 6.9% |
| 2020 | 189,549 | 188,511 | 378,060 | -56.3% |
| 2021 | 330,827 | 326,642 | 657,469 | 73.9% |
| 2022 | 411,230 | 409,361 | 820,591 | 24.8% |
| 2023 | 430,428 | 427,852 | 858,280 | 4.6% |

*Source: Tallahassee International Airport*

**Total Passengers at Tallahassee International Airport**




**Summary of Airport Traffic Statistics**
**(Years: 2009-2023)**

Data Digest 2024

OFFICE OF ECONOMIC VITALITY

## Economic Factors

### Air Freight

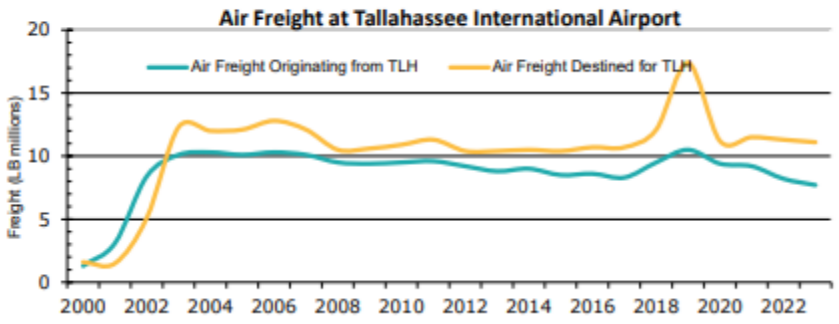
### Total Air Freight at TLH

In 2023, 7.7M pounds of air freight orginated from Tallahassee International Airport, with 85% destined for Memphis, TN. That year, 11.1M pounds of inbound air freight arrived at TLH, with 92% originating from Memphis, TN.

| Year | Air Freight Originating from TLH | Air Freight Destined for TLH | Air Freight Handled | Percent Change from Previous Year |
|---|---|---|---|---|
| 2000 | 1.3 | 1.6 | 2.9 | — |
| 2001 | 3.1 | 1.5 | 4.6 | 59% |
| 2002 | 8.4 | 5.1 | 13.5 | 193% |
| 2003 | 10.1 | 12.3 | 22.4 | 66% |
| 2004 | 10.3 | 12 | 22.3 | <-1% |
| 2005 | 10.1 | 12.1 | 22.2 | <-1% |
| 2006 | 10.3 | 12.8 | 23.1 | 4% |
| 2007 | 10.1 | 12.1 | 22.2 | -4% |
| 2008 | 9.5 | 10.5 | 20.0 | -10% |
| 2009 | 9.4 | 10.6 | 20.0 | ~0% |
| 2010 | 9.5 | 10.9 | 20.4 | 2% |
| 2011 | 9.6 | 11.3 | 20.9 | 2% |
| 2012 | 9.2 | 10.4 | 19.6 | -6% |
| 2013 | 8.8 | 10.4 | 19.2 | -2% |
| 2014 | 9.0 | 10.5 | 19.5 | 2% |
| 2015 | 8.5 | 10.4 | 18.9 | -3% |
| 2016 | 8.6 | 10.7 | 19.3 | 2% |
| 2017 | 8.3 | 10.7 | 19.0 | -2% |
| 2018 | 9.5 | 12.1 | 21.6 | 14% |
| 2019 | 10.5 | 17.4 | 27.9 | 29% |
| 2020 | 9.4 | 11.2 | 20.6 | -26% |
| 2021 | 9.2 | 11.5 | 20.7 | <1% |
| 2022 | 8.2 | 11.3 | 19.5 | -6% |
| 2023 | 7.7 | 11.1 | 18.8 | -4% |

Note: Air Freight in millions of pounds.

*Source: US Department of Transportation, Bureau of Transportation Statistics*




**Summary of Total Air Freight at TLH**
**(Years 2000-2023)**

The general aviation (GA) company Flightline has taken on the former terminal of TLH to convert it into a multi-use aeronautical facility under the brand name of Compass Pointe. To that end, the design of Capital Circle SW includes a new signalized intersection at the entry into the Compass Pointe property.

In summary, as Capital Circle SW is widened and improved from Orange Avenue to Crawfordville Road and as the TLH Airport is upgraded, we foresee the future prospects of the airport to be quite promising. Ultimately, the growth in population of the Tallahassee MSA will ultimately dictate the level of service and the level of performance of the airport, as the MSA is still supporting less than 400,000 persons. However, as Tallahassee grows, so will the TLH airport. The long term prospects are very positive, while the short-term prospects are somewhat sluggish, as Tallahassee endures relatively stagnant growth.

An even more prominent influence to this neighborhood is the proposed Gateway District project. This roadway project was spurred on by Florida State University and local business people, who desired to create a better link between Florida State University/Downtown and Tallahassee Regional Airport. The project was originally "billed" as the Airport Gateway when originally conceptualized in 2013/2014. After a series of meetings with community groups and neighborhood associations, Blueprint Intergovernmental Agency board voted unanimously in March of 2018 to move forward with the new concept for the Gateway District. The project is estimated to cost in excess of $60 million as well as $3 million to be contributed by FSU. The project will essentially improve seven miles of roads (mostly Lake Bradford Road), build 12 miles of sidewalks, bike paths and trails and create 3,300 direct/indirect jobs as a result. The project is expected to be transformational for the South Side, but is not expected to be funded until 2025 or beyond.

**Neighborhood Value Trends:** Typical residential lot values in the neighborhood range from $30,000 to $50,000+, while typical single-family residences range from $150,000 to $350,000+. Most homes in the neighborhood range from 1,000 to 1,700 square feet and are predominantly of average quality construction.

Commercial vacant land in the subject neighborhood varies from $.50 per square foot to $12.00 per square foot, relatively to location, site characteristics and surrounding properties. The lower end of this range is typically represented by industrial/warehouse/manufacturing property, while the high end is represented by highway oriented commercial uses.

Most light industrial land in this neighborhood ranges from $30,000 to $175,000+ per acre, relative to: size, location and physical characteristics. Most office land ranges from $150,000 to $300,000 per acre. Improved light industrial property ranges from $60.00 to $100.00+ per square foot, relative to: quality, condition and percentage of finished area. Typical offices in this area range from $75.00 to $125.00 per square foot.

The City of Tallahassee and Leon County have numerous public works facilities in the immediate area of the southwest quadrant of Tallahassee include the city bus terminal (STAR Metro) maintenance facility, the Leon County Sheriff Department (county jail) and Fire Department training facility and City Utilities Department facility. The James Messer Park (baseball fields) is also a prominent improvement in the area. The Thomas P. Smith Wastewater Treatment Facility is located at the Springhill Road & Capital Circle SW intersection and houses the City's main sewage treatment center.

*Overall, commercial and residential values in the Tallahassee market area rose at unprecedented rates from 2000-2005 (10%+ per year). This appreciation was fueled primarily by low interest rates, creative financing and investor speculation. In 2006, however, values began to plateau and from 2008-2012 actually declined at rates proportionate to the previous year upswings. More recent trends (2014-2024) have been for a leveling off of values and some isolated areas of value appreciation. From 2014 to present, the national and local economies have improved significantly, with low unemployment rates and rising wages. The subject neighborhood has followed this trend and is actually performing well, relative to most of Leon County, given the surrounding residential densities and proximity to FSU and Tallahassee International Airport. Given the current economic circumstances, we would speculate that level to slightly increasing values are inevitable, as the subject neighborhood is in a growth and expansion cycle.*

**Conclusion:** Taking into consideration, the aforementioned characteristics of the subject neighborhood, we envision the neighborhood to offer stable property appreciation in the near future. The residential sector is supported by the convenient access to local support facilities, while the commercial sector is supported by the high visibility and convenient access to central Leon County. With demand for real estate in the immediate area most probably returning in the next 2-3 years and with interest rates still at attractive levels, both commercial real estate investors and residential property owners should be able to stimulate activity for real estate within the neighborhood.

In summary, the combination of several factors indicate a somewhat optimistic outlook for the neighborhood's short-term perspective (given current economic conditions) and even much better long-term prospects, as the subject is well positioned in one of the most desirable locations in all of Tallahassee. Among these positive traits are the stable office and commercial demand, improvement of traffic arteries, the close proximity of affluent housing and the general revitalization and new construction of properties in the local district.

## HIGHEST AND BEST USE ANALYSIS

**Introduction:** The basic economic forces of supply and demand are basic tools for analyzing the relationships between economic behavior and the appraisal process. The interdependent factors that influence value are also economic in origin because modern value and appraisal theory have evolved from neoclassical economic thought. The relations hip between economic behavior and appraisal are clearly evident in real estate markets. An understanding of market behavior is essential to the concept of highest and best use. The forces of supply and demand create market value, so the interaction between market forces and highest and best use is of crucial importance. When the purpose of an appraisal is to estimate market value, highest and best use analysis identifies the most profitable, competitive use to which the property can be put. Therefore, highest and best use is a market-driven concept and is the foundation on which market value rests. Generally, the price a buyer is willing to pay for real estate is directly related to the most profitable use of the site or property.

**Definition:** A property's highest and best use is defined as:

> *"The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility and maximum productivity.."*[5]

The existing use of the site may or may not coincide with the determined highest and best use of the property. In order for the property to achieve its highest and best use it must meet the following four criteria and be: *legally permissible, physically possible, financially feasible and maximally productive*.

If a proposed use fails to meet any of the criteria, it is discarded and another use is reviewed. In the following section of this valuation report, the highest and best use is determined first for the site as though vacant and available to be put to its highest and best use. No considerations are given to any of the existing improvements. A second analysis considers the site as improved, taking into account the present improvements and their effect on market value. The highest and best use of both land as though vacant and property as improved must meet these criteria.

**Highest and Best Use Overview and Determination:** The highest and best use of land as though vacant and as improved must meet the following four criteria: 1) must be legally permissible, 2) must be physically possible, 3) must be financially feasible and 4) must be maximally productive. These criteria should be considered sequentially. It is appropriate to proceed to the next step of the analysis only when it is reasonably probable that existing adverse conditions, if any exist, can be changed.

[5] [Source: The Dictionary of Real Estate Appraisal, 4th Edition (Chicago, Illinois: The Appraisal Institute, 2001)].

### Highest and Best Use As Though Vacant

**Legally Permissible:** Both public and private legal restrictions must be observed in determining whether the use is legally permissible. Private legal restrictions are limitations that run with the land and are passed from owner to owner (primarily concerned with developments). In this case, the subject is not part of any recorded subdivision (with any known active covenants or restrictions). In addition, we assume that no private deed restrictions run with the property that would prohibit use under existing public zoning. With regards to future land use, these parcels are all within the *Governmental Operational* future land use designation. With regards to public zoning, the subject property is currently zoned *GO-2 Governmental Operational Heavy Infrastructure District*. This zoning designation allows for narrow range of uses, including: airport affiliated uses, electrical generating facilities, sanitary sewer sprayfields, incinerators, water treatment plants, energy plants, vehicle maintenance, correctional facilities, active/passive recreation, etc. *The Government Operational (GO-2)* district is intended to be located in areas designated as Government Operational on the Future Land Use Map of the Comprehensive Plan. The primary function of this district is to provide for the operation of and provision of services by local, state and federal government. The provisions of this district are intended to allow facilities that are defined within the Land Development Code as Community Services, Heavy Infrastructure. The *GO-2* district is also intended to apply to publicly owned commercial service airports, which are different from other governmental uses that are typically single-use facilities. Therefore, within the GO-2 zoned properties contained within a State/Federal required Airport Master Plan, non-governmental land uses will be allowed if the use supports or is dependent upon airports, or benefits from programs such as foreign-trade zone. Setbacks are: 50 feet (front), 0 feet (side interior, 50 feet (side corner), 10 feet (rear). Maximum building size is average of 15,000 SF/Acre. There are no maximum building height requirements.

In addition, the subject parcels are within the Enterprise Zone special overlay (allowing government to provide incentives for development & business). The property is also subject to the Primary Springs Special Protection Area, which restricts development implements substantial stormwater requirements for properties in the immediate subject area. The aeronautical land at TLH is the land located on the Airport Operating Area (AOA). The AOA is that portion of the airfield “inside the fence” and uses within this area are limited to aeronautical and related activities. Property uses within the AOA are restricted by the airport’s Minimum Standards to use which provide for the operation of the airfield and related aeronautical uses. These uses include: pilot training, commercial and charter aircraft service, aircraft sales and service, aviation fuel sales and other similar uses, which due to their relationship with aircraft operation, are classified as aeronautical activities.

Any use, however, is subject to the *GO-2* development standards and development guidelines, as set forth by the Tallahassee-Leon County Planning & Zoning Department and Tallahassee Growth Management. It should be noted that we were not provided an abstract of title and therefore assume that no land-use or deed restrictions exist on the subject property. We would recommend a title search be done to determine if any such restrictions exist.

**Physical Possibility:** The subject of this valuation is 7.830 acres, or 341,070 square feet ±. This property is accessed via the terminal service road and the cargo/rental car service road, within the TLH Tallahassee International Airport boundaries, but “outside the fence” of this facility. The property is100% upland areas and has a level to gently sloping topography. The subject property has a generally rectangular shape as well.

Of primary significance is the fact that this parcel is located within the TLH property boundaries and is affiliated with the operation of TLH Airport. Thus, these parcels are treated as airport-affiliated property, as all are part of the existing airport operation. In addition, no known soil conditions exist which would prohibit development of the site with any of the legally permitted uses. Additionally, the terrain of the subject property does not appear to warrant significant fill or to warrant deleting most feasible uses.

**Financial Feasibility:** The financial feasibility of a specific use for the subject property is a function of the conformity of uses within the neighborhood and the strength of the specific market. Financially feasible uses yield a positive return to the land.

As noted above, the subject is located "outside the fence" of the TLH Airport, but within the parent tract (airport) property boundaries. Aeronautical uses are considered to be in a "contained" industry. However, the peculiarities are not insulated from the broader, general economy as it pertains to demand for and supply of, aeronautical goods and services. The economy has shown signs of optimism, particularly with the Compass Pointe development of the local general aviation company, Flightline. In addition, capital improvements are underway within the main airport property and terminal and should enhance the overall appeal of the airport. Airport traffic (total passengers) bottomed out in 2011, as a result of the economic collapse, but increased at a rate of over 3% per year, from 2012 to 2019. The COVID-19 pandemic of 2020 prompted the largest decrease in airport traffic modern day history. However, as the pandemic has subsided, airport traffic has resumed to "pre-pandemic" levels.

In light of the fact that surrounding uses for these parcels are airport-affiliated (i.e. terminal, hangars, public/private FBO service, commercial airline service, private airline service, freight transportation services, aeronautical repair, rental car companies, etc.) and given the demand for such uses, we would conclude that financially feasible uses include aeronautical-oriented uses (including non-aeronautical, but airport affiliated).

**Maximum Profitability:** The maximally productive use is the use which generates the highest income and highest value to the property. In light of the aforementioned market circumstances and given the net return generated by each of the financially feasible uses analyzed herein, our analysis indicates that development of these sites for aeronautical-affiliated use is the maximally productive use.

As noted on the Tallahassee International Airport site plan, these parcels are reserved for a number of various airport-type uses. In fact, all of these parcels have access to runways and can be used for a number of airport uses connected to the airport operation (i.e. aircraft maintenance, repair, MRO overhaul, cargo, flight training, rental car and manufacturing. The major issue with regards to demand for uses at the TLH Airport is the surrounding population base, as the Tallahassee MSA has yet to hit the 400,000 persons mark and the limited population base and slow population growth has limited the growth and expansion of this airport. On the contrary, the subject parcel is well positioned and is one of the primary parcels to be considered in both the existing and future airport expansion needs. Moreover, given that the subject site is a very large parcel, within the airport property (although "outside the fence"), the site yields a very unique premium given the scarcity of large tracts around the airport.

In summary, the highest and best use as though vacant is for future aeronautical-affiliated use. The degree to which development of these parcels can be justified is relative to the future growth of Tallahassee, the overall expansion needs of the existing facility and the upgrades/expansion of Capital Circle SW. **However, since this property is located within the TLH Airport facility (but outside the fence), the highest and best use for this parcel is for future development as non-aeronautical (airport-affiliated) use.**

## MARKET GROUND (LAND) LEASE ANALYSIS

**Introduction:** The definition of ground lease is best displayed by The Dictionary of Real Estate Appraisal, 7th Edition, Page 106; Appraisal Institute, 2022:

> *A lease that grants the right to use and occupy land. Improvements made by the ground lessee typically revert to the ground lessor at the end of the lease term.*

According to the 2013 Public Use Airport's Rates and Charges Analysis (FL Department of Transportation), a ground lease is defined as:

> *A long-term lease of airport land in which a tenant is allowed to occupy and develop the land during the lease period. After the lease expires, the land with all improvements, buildings and other structures typically reverts back to the owner (airport)."*

Regardless of the definition utilized, the purpose of this analysis is to estimate the market ground (land) lease rate for the property in question. A ground lease essentially allows the tenant the right to use and occupy land in or around an airport property, during the stipulated lease period. The market ground lease rate is typically done by examining comparable ground leases in the subject market area.

In this case, we were able to locate ground leases at the Tallahassee International Airport. In addition, we were also able to locate ground leases of similar airports in the Southeastern Region of the United States. All of these ground lease comparables were confirmed with knowledgeable parties and then analyzed relative to the subject property (and certain elements of comparison).

The following is a brief summary of the ground rent comparables uses. These comparables are delineated by the direct ground rent comparables (Tallahassee) and then the secondary market comparables (SE United States).

## MARKET GROUND (LAND) LEASE ANALYSIS
## (Primary Market Comparables - TLH)

| Lease Comp | Tenant ID | Lease Term | Description | Inside/ Outside | Runway Access | Apron Ramp Circulation | Total Land Under Lease | Current Lease Rate (Date of CPI) |
|---|---|---|---|---|---|---|---|---|
| **Sub** | **NOAA** | **N/A** | **Doppler Radar** | **Outside** | **No** | **N/A** | **313,787 SF** | **N/A** |
| **1** | *Avis/Budget Rental* | 02/2017 to 02/2025 | Service Facility & Parking | Outside | No | N/A | 163,000 SF | **$0.2100** **$0.3500** Next Contract |
| **2** | *Enterprise/Alamo National Car Rental* | 02/2017 to 02/2025 | Service Facility & Parking | Outside | No | N/A | 82,000 SF | **$0.2100** **$0.3500** Next Contract |
| **3** | *Hertz Rental* | 02/2017 to 02/2025 | Service Facility & Parking | Outside | No | N/A | 52,000 SF | **$0.3500** Next Contract |
| **4** | *Million Air Tallahassee* | 08/2009 to 10/2039 | Fixed Base Operator (FBO) - Fuel | Inside | Yes | 209,892 SF | 252,080 SF | **$0.3792** 08/2025 |
| **5** | *Aero Center Tallahassee* | 01/2023 to 01/2053 | Fixed Base Operator (FBO) - Fuel | Inside | Yes | 203,036 SF | 338,662 SF | **$0.3700** 10/2025 |
| **6** | *Civil Air Patrol FL Wing (Not Market)* | 01/2021 to 01/2025 | Central Apron Disaster Rel | Inside | Yes | N/A | 10,129 SF | **$0.0049** N/A |
| **7** | *Flightline Consolidated Agreement* | 01/2023 to 02/2024 | Hangars & Terminals | Inside | Yes | 135,915 SF | 135,915 SF | **$0.3700** 01/2026 |
| **8** | *FL Dept of AG & Consumer FL Forest Services* | 01/2025 to 01/2029 | Hangar & Land Lease | Inside | Yes | 53,640 SF | 53,460 SF | **$0.4800** 01/2026 |
| **9** | *FDLE* | 08/2023 to Month-to-Month | Hangar & Land Lease | Inside | Yes | 31,973 SF | 31,973 SF | **$0.4500** 07/2025 |
| **10** | *FL State Guard* | N/A | Land Lease | Inside | Yes | 75,875 | 109,725 SF | **$0.5100** 10/2024 |
| **11** | *FDLE* | 03/2021 Month-to-Month | Non Aero Storage-Old Hangar | Inside | Yes | 42,878 | 45,998 SF | **$0.3800** 03/2025 |
| **12** | *Florida Fish & Wildlife CC* | 03/2022 to Month-to-Month | Parking & Storage | On Airport Inside Outer Perimeter | No | -0- | 43,560 SF | **$0.3300** 03/2025 |
| **13** | *M of Tallahassee* | 10/2022 Month-to-Month | Land Lease | Outside | No | N/A | 15,200 SF | **$0.4000** 10/2025 |
| **14** | *Federal Express Cargo Apron* | 01/2007 to 03/2028 | Cargo Operations (Apron) | Inside | Yes | 200,160 SF | 200,160 SF | **$0.4021** 01/2025 |

## MARKET GROUND (LAND) LEASE ANALYSIS
## (Secondary Market Comparables)

| Lease Comp | Airport | Total # of Enplanements (2023) | Typical Lease Rate Range Aeronautical | Typical Lease Term | Typical Escalations | Runway Length | Aircraft Operations & Based Aircraft | Comments |
|---|---|---|---|---|---|---|---|---|
| **Sub** | **Tallahassee International** | **430,428** | ***$0.32-0.51/SF $0.51-Asking*** | **20-30 Yrs** | **Varies** | **15,000 LF** | **100,420 136** | **N/A** |
| **1** | *Charleston International (CHS)* | 3,078,853 | **$0.51/SF** | 20-Years | Adjusted Every 5 Years Based on Appraisal | 16,005 LF | 105,782 290 | Very limited land available for lease |
| **2** | *Jackson-Evers International (JAN)* | 628,321 | **$0.25/SF to $0.35/SF**<br>**Unimp: $0.27** | 20-50 Years | Adjusted Every 5 Years Based on Rent Study | 17,000 LF | 50,076 26 | Typical land leases are 1-7 acres |
| **3** | *Gainesville Regional (GNV)* | 273,253 | **$0.29-0.30/SF Average** | 10-30 Years | Adjusted Every 3-5 Years CPI | 11,662 LF | 59,697 155 | Rates are unimproved land |
| **7** | *Naples Municipal Airport (NMA)* | N/A General Aviation | **$0.28/SF to $0.49/SF** | 30 Years All | Annual CPI Adjustment | 13,450 LF | 100,000 353 | No Commercial Service |
| **8** | *SW Florida International (RSW)* | 4,963,269 | **$0.57/SF-Lrg $0.68/SF-Sml** | 20-30 Years | Adjusted Every 3-5 Years at CPI | 12,000 LF | 80,729 211 | Limited aeronautic land leasing |
| **9** | *Sarasota Bradenton Intl (SRQ)* | 2,144,76 | **$0.45-$0.60 Up to 20 AC**<br>**$0.30 - $0.35 Over 20 AC**<br>**$0.65/SF Appraisal** | 30 Years | Adjusted Every 3 Years at CPI | 14,509 LF | 103,411 247 | Limited land available |
| **10** | *Pensacola International (PNS)* | 1,365,976 | **$0.33/SF to $0.37/SF**<br>**18 Acre & 46 Acre Tract at $0.37/SF** | 30 Years | Adjusted Every 3-5+ Years | 14,004 LF | 117,053 85 | Rates are unimproved land |
| **11** | *St. Pete-Clearwater International (PIE)* | 1,246,323 | **$0.36/SF to $0.38/SF** | 20-50 Years | Adjusted Every 5 Years at CPI | 22,000 LF | 122,032 323 | Rates are unimproved cleared raw land |
| **12** | *Orlando Melbourne International (MLB)* | 363,844 | **$0.30/SF to $0.45/SF** | 30-40 Years 50 Yr Max | Adjusted Every 2-5 Years at CPI Min 2% Adj | 19,182 LF | 103,660 264 | Rates are unimproved cleared raw land |
| **13** | *NW Florida-PC Beaches Int'l (ECP)* | 816,642 | **$0.36/SF** | 20-30 Years | Adjusted Every 5 Years at CPI | 10,000 LF | 51,054 110 | Rates are unimproved cleared raw land |
| **14** | *Orlando Sanford International (SFB)* | 1,446,884 | **$0.35/SF Actual & Asking** | 20-30 Years | Varies | 11,000 LF | Not Available 326 | Limited land available |
| **15** | *Daytona Beach International (DAB)* | 348,080 | **$0.36/SF For 6-12 Acres** | 20-30 Years | Varies | 10,500 LF | 364,071 238 | Significant Land Available for Lease |

**Final Reconciliation of Market Ground Rent:** As noted in the previous ground rent comparable tables, two (2) sets of comparables were used: a Primary Market and a Secondary Market.

With respect to the Primary Market comparables, we have provided ground rent comparables from within the Tallahassee International Airport property, with all of the comparables found either within "inside the fence or on inside outer perimeter. The lease rates quoted by TLH are the most recent rates quoted (by Marsha Johnson, TLH Finance Director).

After eliminating the Civil Air Patrol lease (not at market), the ground lease rates range is from a low of $0.21/SF to a high of $0.51/SF. We have also eliminated the (dated) leases by the rental car agencies (at $0.21/SF), as these are not indicative of current rates. In fact, the most recent rates paid by the rental car agencies (outside the fence) were $0.35/SF. To summarize, the most recently negotiated ground leases range from a low of $0.33 to $0.51/SF. Current quoted lease rates (per Victoria Maleszewski, Property Manager & per the Tallahassee International Airport Schedule of Rates & Charges - 10/2024) are $0.51/SF. As noted previously, the subject is situated "outside the fence" and therefore would (typically) yield a slightly lower rate than "inside the fence."

With respect to the Secondary Market comparables, we have provided an additional set of ground rent comparables. These comparables are represented as a wide range of ground lease rates from airports outside of Tallahassee, FL. These airports are all located in the Southeastern United States and are of relatively similar size and configuration as the subject airport. The range of ground leases range from a low of $0.25/SF (annually) to a high of $0.50/SF+. The lower portion of the range of rates is occupied by parcels, located at smaller airports and represented by leases negotiated in previous years (or with lower yearly escalations). Typically, those leases which were negotiated more than 10 years prior to this date are typically at lower rates, as escalations have not caught up to current day pricing.

The Secondary Market comparables which were located in airports most similar to the subject, were located in airports with less than 1,000,000 deplanements. Those comparables were: Lease Comps 2, 3, 9, 12, 13 & 15. These comparables yielded a range of $0.25/SF to a high of $0.60/SF. In particular, Sarasota Bradenton Airport and Daytona International Airport are both leasing larger tracts (over 6+ acres). The rates for these larger tracts (at these airports) was from $0.30 to $0.35/SF (Sarasota Bradenton) and $0.36/SF (Daytona). Most important are two recent (large acreage tract leases of 18 acres and 46 acres) at Pensacola International at $0.37/SF.

In summary, we have deemed Primary Comparables 1, 2, 3 & 13 to be the most similar comparables, as these are all "outside the fence" parcels. These comparables yielded a range of $0.35/SF to $0.40/SF, with the M of Tallahassee lease (most recent) being at $0.40/SF. Typically, in the leasing of ground rent comparables, consideration (for the lower end of the range of rates) may be given to larger parcels, when embracing the concept of "economies of scale." In this case, however, only nominal consideration was applied to such, given the only minor discounts were applied to larger parcels, when land is particularly scarce at that airport. Finally, given the fact that the local and national economies are experiencing unprecedented price appreciation (due to current price inflationary pressures), the upper end of the range of rates is considered as well.

Given the aforementioned, we have reconciled the market ground rent for the subject "outside the fence" parcel to be $0.40/SF to $0.51/SF (given such close proximity to the runway and terminal areas).

| LAND COMPONENT | PER SQUARE FOOT | TIMES LAND | = YEARLY MARKET GROUND |
|---|---|---|---|
| **Rental Car QTA Parcel A** | $0.40 to $0.51 | 119,820 SF± | **$47,928 to $61,108** |
| **Rental Car QTA Parcel B** | $0.40 to $0.51 | 116,498 SF± | **$46,599 to $59,414** |
| **Rental Car QTA Parcel C** | $0.40 to $0.51 | 77,469 SF± | **$30,988 to $39,509** |
| **Total Figures** | **$0.40 to $0.51** | **313,787 SF±** | **$125,515 to $160,031** |

**Note: As noted previously, the above lease rate represents a net lease to the landlord (lessor). Any and all operating expenses associated with this lease (i.e. property taxes, insurance, maintenance, etc.) are the responsibility of the ground lease tenant (lessee).**

**Typical ground leases for aeronautical property range from 20 to 30 years, with annual escalations typically ranging from 2-3% (or relative to current CPI). Typical ground rents either escalate annually or are re-adjusted every 5 years. In some cases, the ground rent escalations are made via a re-appraisal (by certified appraiser) every 5 years.**

## MARKET BUILDING LEASE ANALYSIS

**Current Lease Information:** The subject property is currently vacant land, with the QTA facility proposed to be built in the next 12 months+/. No "pre lease" was provided to our firm. Therefore, the market will be utilized in estimating the market building rent of these three buildings.

As noted previously, the subject parcel is proposed to be improved with: three (3) building areas comprised of 10,031 SF, 10,027 SF and 7,225 SF (per client), with each building including office areas, mechanical and storage areas, as well as carwash system areas, fueling system areas and maintenance system areas. The subject site will also be improve with extensive site improvements including: airfield security & perimeter fencing, QTA internal gate systems, pedestrian gates, fueling canopies, fueling islands, staging areas (paved), a fuel supply tank area, access control gates, concrete sidewalks and curbing, landscaping islands, bollards, etc. Per information provided by the client representative (Mr. Eric Houge, TLH), the budget for building and site improvements is mostly likely in excess of $20 million for this project.

**Analysis of Subject Market Rate:** The foregoing rate comparables are a representative sample of competitive rental properties found for the proposed subject building improvements.

It should be noted that recently built "build-to-suit" QTA rental car facilities at or near airport facilities are very scarce. As part of the scope of this analysis, we conducted interviews with 30+ airport facilities in the Southeastern United States. We were able to extract some competitive lease rates for rental car facilities. However, given the lack of comparable data for such and upon agreement with the client (Mr. Eric Houge), we have also included competitive (existing) market leases of non-airport facilities with similar improvements. As such, we included market rental rates for: recently constructed office facilities (in Tallahassee) and for garage/service facilities (also in Tallahassee).

In essence, we then reconciled the a final building lease rate for each building, based on a "blended" rate from both sources (airport rental car facilities and non-airport leases).

The following presents a brief description of the comparable (non-airport) rentals used in this report. Again, these comparables represent a mixture of both office lease comparables and service/garage lease comparables as well.

**SUMMARY OF NON-AIRPORT COMPARABLES**
**OFFICE COMPARABLES**

| Property/Address | Leasable Area | Year Built | Condition of Space | Quality | Lease Rate | Lease Term |
|---|---|---|---|---|---|---|
| RENT COMP #1:<br>Movement Mortgage<br>2360 Centerville Road<br>Tallahassee, FL | 3,200± SF | 2024<br>Renovated | Like<br>New | Good | *$20.00/SF*<br>*(Triple Net)* | *5-Year*<br>*With Options*<br>*3% Annual*<br>*Escalations* |
| RENT COMP #2:<br>Health Management Assoc.<br>1545 Raymond Diehl Road<br>Tallahassee, FL | 3,550± SF | 1982 | Good | Good | *$24.00/SF*<br>*(Full Service)* | *7 Years*<br>*3% Annual*<br>*Escalations* |
| RENT COMP #3:<br>Acentria Insurance<br>1701 Hermitage Boulevard<br>Tallahassee, FL | 8,995± SF | 2004 | Good | Good | *$23.00/SF*<br>*(Modified Gross)* | *7 Years*<br>*Annual*<br>*Increases* |
| RENT COMP #4:<br>Rummel Klepper Kahl LLP<br>1709 Hermitage Boulevard<br>Tallahassee, FL | 2,581± SF | 2004 | Good | Good | *$22.75/SF*<br>*(Modified Gross)* | *5 Years*<br>*Annual*<br>*Increases* |
| RENT COMP #5:<br>Serpico Office Building<br>1921-1925 Cap Circle NE<br>Tallahassee, FL | 4,000± SF | 1990 | Good | Good | *$23.00/SF*<br>*(Triple Net)* | *3 Years* |
| RENT COMP #6:<br>TEK Systems<br>124 Marriott Drive<br>Tallahassee, FL | 2,195± SF | 1988 | Above<br>Average | Good | *$21.55/SF*<br>*(Full Service)* | *5 Years*<br>*3% Annual*<br>*Increases* |
| RENT COMP #7:<br>State Farm Insurance<br>2120 Killarney Way<br>Tallahassee, FL | 2,000± SF | 1992 | Above<br>Average | Good | *$20.00/SF*<br>*(Full Service)* | *3 Years* |
| RENT COMP #8:<br>FDOT<br>2002 Old St. Augustine Rd-A<br>Tallahassee, FL | 2,103± SF | 1988 | Good | Good | *$25.72/SF*<br>*(Full Service)* | *15 Years* |
| RENT COMP #9:<br>Gainwell<br>1625 Summit Lake Drive<br>Tallahassee, FL | 8,075± SF | 2005 | Good | Good | *$22.00/SF*<br>*(Full Service)* | *6 Years*<br>*2% Annual*<br>*Increases* |

**SUMMARY OF NON-AIRPORT COMPARABLES**
**SERVICE/GARAGE COMPARABLES**

| Property/Address | Leasable Area | Year Built | Condition of Space | Visibility Access | Lease Rate | Lease Term |
|---|---|---|---|---|---|---|
| RENT COMP #1:<br>Take-5 Oil Change<br>1255 E. Lafayette Street<br>Tallahassee, FL | 1,752± SF | 1941<br>Renovated | Good | Good | *$30.94/SF*<br>*(Triple Net)* | *15 Years*<br>*W/Options* |
| RENT COMP #2:<br>Pep Boys Auto<br>2237 Capital Circle NE<br>Tallahassee, FL | 4,850± SF | 1984 | Good | Good | *$21.23/SF*<br>*(Triple Net)* | *15 Years*<br>*10% Increase*<br>*Every 5 Years* |
| RENT COMP #3:<br>Jiffy Lube<br>1838 Capital Circle NE<br>Tallahassee, FL | 3,353± SF | 2022 | Good | Good | *$50.05/SF*<br>*(Triple Net)* | *15 Years*<br>*10% Increases*<br>*Every 5 Years* |
| RENT COMP #4:<br>Firestone Tire<br>2220 NE Capital Circle<br>Tallahassee, FL | 6,680± SF | 2003<br>Renovated | Good | Good | *$25.00/SF*<br>*(Triple Net)* | *10 Years*<br>*10% Increases*<br>*Every 5 Years* |
| RENT COMP #5:<br>7110 W. Tennessee Street<br>Tallahassee, FL | 2,800± SF | 1972 | Average | Average | *$20.19/SF*<br>*(Triple Net)* | *1 Year* |
| RENT COMP #6:<br>Hertz Rental Car<br>11608 N. Florida Avenue<br>Tampa, FL | 8,435± SF | 1984 | Average | Good | *$20.63/SF*<br>*(Triple Net)* | *10 Years* |
| RENT COMP #7:<br>Budget Rental Car<br>259 U.S. 41 Bypass<br>Tallahassee, FL | 7,374± SF | 1956 | Average | Good | *$16.70/SF*<br>*(Triple Net)* | *5 Years* |
| RENT COMP #8:<br>Enterprise Rental Car<br>1347 S. Washington Avenue<br>Titusville, FL | 1,742± SF | 1964<br>Renovated | Good | Good | *$14.50/SF*<br>*(Triple Net)* | *Not*<br>*Available* |
| RENT COMP #9:<br>Avis Car Rental<br>3108 W. Tennessee Street<br>Tallahassee, FL | 817± SF | 1991<br>Renovated | Good | Good | *$97.92/SF*<br>*(Triple Net)* | *7 Years*<br>*3% Annual*<br>*Increases* |
| RENT COMP #10:<br>Mavis Tire & Brakes<br>3335 Beech Ridge Court<br>Tallahassee, FL | 7,403± SF | 2017 | Good | Good | *$24.67/SF*<br>*(Triple Net)* | *20 Years*<br>*5% Increases*<br>*Every 5 Years* |

**SUMMARY OF AIRPORT RENTAL CAR FACILITY**
**COMPARABLE LEASES**

| Property/Address | Leasable Area | Airport Service Levels | Condition of Space | Lease Rate | Typical Lease Term |
|---|---|---|---|---|---|
| RENT COMP #1:<br>Miami International (MIA)<br>Typical RCC Office (A/C)<br>Typical RDD Storage (A/C) | Not Available | 52,340,934 Total Passengers | Good | *$26.50/SF (Gross)*<br>*$15.50/SF (Gross)*<br><br>*Off-Airport RCC 4.5%-9.0% of Gross Sales* | *5 Years* |
| RENT COMP #2:<br>Raleigh Durham (RDU)<br>RAC Service Center | Not Available | 15,475,466 Total Passengers | Good | *$19.59/SF (Gross) Plus CAM Fees, Maintenance Share & CFC Fees* | *1-5 Years* |
| RENT COMP #3:<br>Orlando Sanford (OSU)<br>Enterprise Rental Car | 2,440± SF | 1,446,884 Total Passengers | Average | *$10.65/SF (Gross)* | *20 Years* |
| RENT COMP #4:<br>Asheville Regional (AVL)<br>Avis/Budget<br>Enterprise/Alamo/ National<br>Hertz/Dollar/Thrifty<br>Terminal Rates | 3,174± SF All Space (3 Tenants) | 2,246,411 Total Passengers | Good | *$47.00/SF (Gross) Plus CAM Fees, Maintenance Share & CFC Fees* | *Not Available* |
| RENT COMP #5:<br>Naples Airport Author (APF)<br>Airport Office Building | Not Available | 200,000 Total Passengers | Good | *$27.00/SF (Gross)-Office*<br>*$39.00/SF (Gross)-Terminal*<br><br>*Off-Airport & Terminal Rental Car Space is 10% of Gross Sales* | *Not Available* |
| RENT COMP #6:<br>Palm Beach International (PBI)<br>Terminal Rates | Not Available | 7,766,225 Total Passengers | Good | *$43.74/SF (Gross) Signatory Airline Terminal Space* | *Not Available* |
| RENT COMP #7:<br>Greenville-Spartanburg International Airport (GSP)<br>Airport Office Building | 89,608± SF<br><br>QTA | 2,563,853 Total Passengers | New (Propsd) | *$15.00-$20.00/SF (Gross) Common Public*<br><br>*$5.00-$7.50/SF (Gross) Ready Return & Wash/Fueling*<br><br>*$79.48/SF (Gross) Office & Counter Space* | *20 Years* |

**Note:** It should be noted that upon confirmation and interview with airport authorities, Birmingham, Jacksonville, Charleston and St. Petersburg Airports all charge offsite rental car companies base on 10% of gross revenue. Typical leases are assumed to be gross or full service terms.

**Overview of Non-Airport Comparables (Office Space):** The local office comparable leases yielded a range of $20.00/SF to $25.72/SF. However, Rent Comp #1 is a triple net lease and when converted to a gross lease, would yield a figure of approximately $25.00 to $26.00/SF. In essence, these comparables are all of somewhat inferior space, given that the subject will be newly constructed. New construction of office space in Tallahassee (for lease) has been virtually nonexistent within the past 2-5 years (given economic circumstances). In summary, given the range of comparable lease rates and given the fact that all of the comparables are slightly inferior to the subject with respect to condition, we would conclude that a reasonable rate for the subject office area would be *$30.00/SF, gross terms.*

**Overview of Non-Airport Comparables (Garage/Service Space):** The local garage/service space comparable leases yielded a range of $14.50/SF to $97.92/SF. Since the subject will be analyzed on a gross lease rate, it is necessary to convert all of these lease comparables to this term of lease. Thus, all of the rental comparables would require a $3.00 to $7.00/SF rate adjustment (upward) to account for operating expenses. As with the office comparables, the subject would be considered to be superior to all of the comparables. The predominant range of rates (in this study) is $20.00 to $30.00/SF, triple net terms. By placing the subject at the higher portion of this range, we have reconciled a rate of $30.00/SF, plus $5.00/SF (conversion from NNN to *gross), for a reconciled market rental rate of $35.00/SF, gross terms.*

**SUMMARY OF BASE LEASE RATES**
**USING NON-AERONAUTICAL COMPARABLES**

| Space ID | Market Rental Rate | Leasable Building Area | Potential Gross Income |
|---|---|---|---|
| Building A | $30.00/SF (Office)<br>$35.00/SF (Gar/Serv) | 2,000± SF =<br>8,031± SF = | $60,000<br>$281,085 |
| Building B | $30.00/SF (Office)<br>$35.00/SF (Gar/Serv) | 2,400± SF =<br>7,627± SF = | $72,000<br>$266,945 |
| Building C | $30.00/SF (Office)<br>$35.00/SF (Gar/Serv) | 1,680± SF =<br>5,545± SF = | $50,400<br>$194,075 |
| **Total Space** | **$35.00/SF (Blended)** | **27,283± SF =** | **$954,905** |

**Overview of Airport Rental Car Comparables:** A survey of several airports revealed somewhat limited data, with respect to RAC rental car service center space at airports. More specifically, there are very few recently constructed QTA Quick Turnaround facilities currently leased as well.

Our survey of airports revealed that most airports charge based on a percentage of sales (or gross receipts). As noted previously, a typical rate (predominant) is 10% of gross receipts. In addition, most airports are charged a Minimum Annual Guarantee (MAG), which is a minimum amount that a concessionaire operating at the airport is obligated to pay, even if their sales fall below the stated threshold.

Basically, our survey revealed that rent is either charged based upon a base rate or based on a percentage of sales. Regardless, most scenarios produce relatively similar rents (with the percentage rent fluctuation over time). In addition to base rent (for building space), airports typically charge for ready/return space (per parking space), ground rent (for the area utilized), a common area maintenance (CAM) fee and a maintenance share fee (CFC).

In surveying several airports, we were able to isolate three (3) primary comparable airport facilities: Greenville Spartanburg International (GSP), Asheville Regional (AVL) and Raleigh Durham (RDU). It should be noted that with base rent and CAM/CFC fees, the calculation of each component is very complicated. Without the audit of financial statements of each airport it is very difficult to ascertain each component. As such, we able to obtain the total rent (base rent plus additional fees) from each of these three (3) facilities. Since base rents can fluctuate and since each facility allocated additional fees differently, by obtaining the total rent collected, we are able to at least determine what the total rent collected should be for the subject facility.

The following is a discussion of each:

**Greenville Spartanburg (GSP):** The data obtained from this airport (Deven Judd, Chief Commercial Officer) was very useful. In this case, GSP is in the process of constructing a new (state-of-the-art) QTA Quick Turnaround facility at this airport, to be developed on 48.56± acres. The facility will consist of 15,888 SF of common public area; 178,973 SF of ready return area; 39,552 SF of common area; 4,525 SF of office area; 78,548 SF of carwash/fueling space area and 6,535 SF of counter space area. The rental rates fluctuate significantly based on type of space, as common public areas and ready return yield rates of $5 to $15/SF, while carwash/fueling and other ready return space yields rate of $7.50/SF and office/counter space yields rates of $79.48/SF. In addition, CFC fees are $9 per transaction (typical for airport facilities).

Given the complexities of the base rates, the varying types of spaces and the additional fees charged, we asked Mr. Judd to submit the total estimated rents charged (projected for the new facility). In addition, Mr. Judd provided the cost of the facility and the anticipated sales. We felt that this would simplify the process and would assist in providing what the “all in” rent charged should be. This is summarized as follows:

| | |
|---|---|
| Total Estimated Rents: | $10,700,000 (All In, Base Rent + Fees) |
| Total Costs of the Project: | $94,000,000 (Includes Hard & Soft Costs) |
| Anticipated Gross Receipts: | $58,000,000 (Annual Figure) |
| | |
| Rent-to-Sales % Rate: | 18.45% |
| Rent-to-Cost % Rate: | 11.38% |

**Asheville Regional (AVL):** The data obtained from this airport (Kathy Price, Business Development & Property Manager) was also very useful. In this case, AVL has a MAG (Minimum Annual Guarantee) from each of it's rental car concessionaires. However, that MAG is typically met and sales exceed those figures. AVL essentially charges a rate of $47.00/SF for counter/office space, $38.00 to $120.00/month for ready/return spaces, $0.80/SF for ground rent, $0.10/SF for CAM fees and $9/transaction CFC fees. In summary, AVL charged $1,500,000 MAG rent, plus $585,191 in additional rent, for a grand total of $2,085,191 rent collected (in 2024).

Essentially, this airport has a total of 23,873 SF of gross building area (counter/office space, building & fuel facilities) associated with the rental car facilities. The MAG figure of $1,500,000 equates to $62.83/SF, while the additional rent equates to $24.51/SF.

The cost to build this facility is unknown (as the facility was built several years ago). However, we were able to obtain the total rent collected, as well as the gross sales (receipts) figure for 2024 as well. This is summarized as follows:

| | |
|---|---|
| 2024 Total Estimated Rents: | $2,085,191 (All In, Base Rent + Fees) |
| Total Costs of the Project: | Unknown |
| 2024 Gross Receipts: | $39,000,000 (Annual Figure) |
| | |
| Rent-to-Sales % Rate: | 5.35% |
| Rent-to-Cost Rate: | N/A |

**Raleigh Durham (RDU):** The date obtained from this airport was obtained from Adam Mitchell (VP, Commercial Management). This airport is currently charging $19.00/SF ± for RAC Service Center Rent, along with $0.26-$0.30/SF ground rent. RDU also charges $0.26/SF for RAC Overflow Parking Park & Ride. Maintenance and operation fees are set at $0.45/SF as well. Data from this airport was somewhat limited and used as a supportive measure.

**Summary of Airport Rental Car Comparables:** As noted previously, the estimation of base rent and additional rent is somewhat complicated, as there are several revenue sources for rent (and varying methods to obtain that rent). Regardless of how the rent is collected, we attempted to summarize what a reasonable "all in" rent figure would be.

The two most similar rental car facilities (AVL and GSP) revealed that rent-to-sales figures ranged from 5.35% to 18.45%. In addition, the rent-to-cost figure of the proposed GSP facility is estimated to be 11.38%. These figures will be used as supportive measure in estimating "all in" rent for the subject. It should also be mentioned that when the term "all in" is used, this includes: all base rent, CAM fees, CFC fees, ready return spaces and ground rent. As noted previously, the base building rent was set at $35.00/SF (blended).

The gross receipts for the rental car companies at TLH are provided in the appendix of this report and were $17,135,649 for 2019 (pre-COVID) and $19,884,621 for 2024. These figures, per TLH management are based on 10 months. Therefore, 2019 figures would equate to $20,562,778 and 2024 figures would equate to $23,861,545 (based on 12 months). In addition, were provided the 11 months trailing for 2024, with a gross receipts figure of $22,206,039. This figure (carried out for 12 months) would equate to an annual figure of $24,224,770.

In summary, we have anticipated that (upon construction completion) that the annual gross receipts will be $24,000,000+ for TLH as well.

Based on the aforementioned, we have delineated the subject proposed rent as follows:

**ESTIMATION OF RENT - QTA FACILITY TLH AIRPORT**
**DELINEATION OF RENT - LOW PORTION OF GROUND RENT RANGE**

| Space ID | Market Rental Rate | Leasable Building Area | Potential Gross Income |
|---|---|---|---|
| Base Building Rent | $35.00/SF | 27,283± SF = | $954,905 |
| Plus MAG, CFC, CAM | $40.00/SF | 27,283± SF = | $1,091,320 |
| Total Building Rent (Annually) | | | $2,046,225 |
| **Total Building Rent (Per SF)** | | | **$75.00/SF** |
| Plus Ground Rent | $0.40/SF | 313,787± SF = | $125,515 |
| **Total "All In" Rent Collected (Annually) =** | | | **$2,171,740** |
| | | | |
| **Total Rent-to-Sales Percentage ($24,000,000 Projected: 2025)** | | | **9.04%** |
| **Total Rent-to-Cost Percentage ($25,000,000 Projected)** | | | **8.69%** |

* Sales are projected based on TLH rental car historicals
* Development costs are based on figure provided by Eric Houge (TLH)

In summary, the above (all-in) rent projections would allow the developer (TLH) to yield a 8.69% return on the total development costs and would allow for a 9.04% return based on projected sales (gross receipts). Both of these figures are commensurate with the market.

**ESTIMATION OF RENT - QTA FACILITY TLH AIRPORT**
**DELINEATION OF RENT - HIGH PORTION OF GROUND RENT RANGE**

| Space ID | Market Rental Rate | Leasable Building Area | Potential Gross Income |
|---|---|---|---|
| Base Building Rent | $35.00/SF | 27,283± SF = | $954,905 |
| Plus MAG, CFC, CAM | $40.00/SF | 27,283± SF = | $1,091,320 |
| Total Building Rent (Annually) | | | $2,046,225 |
| **Total Building Rent (Per SF)** | | | **$75.00/SF** |
| Plus Ground Rent | $0.51/SF | 313,787± SF = | $160,031 |
| **Total "All In" Rent Collected (Annually) =** | | | **$2,206,256** |
| | | | |
| **Total Rent-to-Sales Percentage ($24,000,000 Projected: 2025)** | | | **9.19%** |
| **Total Rent-to-Cost Percentage ($25,000,000 Projected)** | | | **8.83%** |

* Sales are projected based on TLH rental car historicals
* Development costs are based on figure provided by Eric Houge (TLH)

In summary, the above (all-in) rent projections would allow the developer (TLH) to yield a 8.83% return on the total development costs and would allow for a 9.19% return based on projected sales (gross receipts). Both of these figures are commensurate with the market.

# *APPENDIX*

# RESUME OF APPRAISER(S)

# QUALIFICATIONS OF W.R. "CHIP" JOHNSON, MAI

## EXPERIENCE:

October 1993 - April 1994: Associate Appraiser with Shadden & Associates, Inc., Tallahassee, Fl (Vaden Shadden, Jr., MAI)

April 1994 - August 2002: Associate Appraiser with Cureton and Associates, Inc., Tallahassee, FL (Paul T. Cureton)

August 2002 - Present: Cureton-Johnson & Associates, Inc. Tallahassee, FL

## EDUCATION:

Associates of Arts Degree, Manatee Community College, Bradenton, Fl, 1990.

Bachelor of Science Degree-Business/Real Estate, Minor-Economics, Florida State University, Tallahassee, FL, December 1992.

## PROFESSIONAL EDUCATION:

Successful completion of:

**General Continuing Education:**

- Uniform Standards of Professional Appraisal Practice - July 1994, (Lee & Grant - Tallahassee)
- Appraising 1-4 Family Residential Properties - July 1994, (Lee and Grant - Tallahassee)
- From the Appraiser to the Underwriter - July 1994, (Lee and Grant - Tallahassee)
- USPAP/LAW Update - May 1996 [REES] (Steve Williamson), Tallahassee, FL.
- Appraisal Methods and Applications - May 1996 [REES] (Steve Williamson), Tallahassee, FL.
- USPAP/LAW Update - March 2000 [REES] (Steve Williamson), Tallahassee, FL.
- USPAP/LAW Update - November 2002 [NW FL Chapter of the Appraisal Institute] (Steve Griffith, MAI), Tallahassee, FL
- Feasibility, Market Value, Investment Timing - October 2004: Option Value [Appraisal Institute], Chicago, IL
- Analyzing Operating Expenses - October 2004; [Appraisal Institute], Chicago, IL
- Eminent Domain and Condemnation - October 2004; [Appraisal Institute], Chicago, IL
- National USPAP Update and Florida Laws & Regulation - October 2004; [McKissock Schools], Online Education.
- Small Hotel/Motel Valuation, November 2004; [Appraisal Institute], Chicago, IL
- Appraising Blueprints & Specifications, November 2006; [Appraisal Institute], Chicago, IL
- Appraisal of Nursing Facilities, November 2006; [Appraisal Institute], Chicago, IL
- Using Your HP 12C Financial Calculator, November 2006; [Appraisal Institute], Chicago
- National USPAP Update and Florida Laws & Regulation - October 2006; [Appraisal Institute]; Tallahassee, FL.
- USPAP 7-Hour National Update Course - August 2012; McKissock Education
- Florida Appraisal Laws & Regulations - August 2012; McKissock Education
- USPAP 7-Hour National Update Course - October 2014; McKissock Education
- National USPAP Update - October 2016, McKissock Online
- Florida Appraisal Laws & Regulations - October 2016, McKissock Online
- Florida Appraisal Laws and Rules - October 2018, McKissock Online
- National USPAP Update - October 2020 - McKissock Online
- Florida Appraisal Laws & Regulations - October 2020 - McKissock Online
- 2024-2025 7-hour National USPAP Update Course - October 2024, McKissock Online
- Florida Appraisal Laws and Regulations - October 2024, McKissock Online

**Certification Preparatory Courses:**

- Florida State Certification for General Appraiser Status - Exam Preparatory Course -October 1998 (Steve Williamson)

**Appraisal Institute Courses:**

- Course 410: Standards of Professional Appraisal Practice-Part A, February 2000, Atlanta, GA
- Course 420: Standards of Professional Appraisal Practice - Part B, December 2000, Chicago (On-line).
- Course 510: Advanced Income Capitalization, July 2001, Tallahassee (Challenge)
- Course 520: Highest and Best Use Analysis, October 2000, Tampa, FL.
- Course 530: Advanced Sales Comparison and Cost Approaches, May 2000, Tampa, FL.
- Course 540: Report Writing and Valuation Analysis, July 2000, Tampa, FL.
- Course 550: Advances Applications, April 2001, Tampa/Tallahassee, FL.
- Comprehensive Appraisal Workshop (Ted Whitmer, MAI), July 2001, Tampa, FL.
- General Demonstration Report Workshop (Rick Borges, MAI), April 2003, Atlanta, GA.
- Florida Law Update and National USPAP (Don Emerson), August 2006, Tallahassee, FL
- Appraisal of Nursing Facilities, October 2006, Chicago, IL
- Using Your HP12C Financial Calculator, November 2006, Chicago, IL
- Appraising From Blueprints and Specifications, November 2006, Chicago, IL
- Supervisor Trainee Roles and Rules, September 2008, Tallahassee, FL
- Florida Law Update - September 2008, Tallahassee, FL
- USPAP: Hypothetical Conditions and Extraordinary Assumptions, September 2008, FL
- National USPAP Update - September 2008, Tallahassee, FL
- Introduction to GIS Applications for Real Estate Appraisal, October 2008, Chicago, IL
- Business Practices and Ethics, October 2008, Tampa, FL
- Residential Design & Functional Utility, October 2008, Tampa, FL
- Small Hotel/Motel Valuation - October 2009, Chicago, IL
- National USPAP Update - October 2009, Chicago, IL
- Condominiums, Co-ops, and PUD's - October 2009, Chicago, IL
- Online Analyzing Distressed Real Estate - October 2010, Chicago, IL
- Online Business Practices and Ethics - April 2011, Chicago, IL
- 15 Hour National USPAP Equivalent Course - April 2011, Chicago, IL
- Feasibility, Market Value & Investment Timing: Option Value - August 2012, Chicago, IL
- Analyzing Operating Expenses - October 2012, Chicago, IL
- FHA and The Appraisal Process - October 2012, Chicago, IL
- Real Estate Finance Statistics & Valuation Modeling - October 2013, Chicago, IL
- Analyzing Operating Expenses - October 2014, Chicago, IL
- FHA and The Appraisal Process - November 2014, Chicago, IL
- Using Your HP12C Financial Calculator - November 2014, Chicago, IL
- Florida Appraisal Laws and Regulations - November 2014, Online
- National USPAP Update - October 2014, Online
- Appraisal of Self-Storage Facilities - October 2016, Online
- Appraisal of Convenience Stores - October 2017, Appraisal Institute
- National USPAP Update - October 2017, Appraisal Institute
- Appraising Automobile Dealerships - September 2018, Online
- Forecasting Revenue - September 2018, Online
- Subdivision Valuation - October 2018, Online
- Business Practices and Ethics - February 2019, Chicago, IL
- Comparative Analysis - October 2020, Online
- Appraisal of Medical Office Buildings - October 2020, Online
- Fundamentals of Apartment Appraising - October 2020, Online
- Equivalent USPAP Update Course - October 2022 - Online
- Fundamentals of Apartment Appraising - October 2022 - Online
- Subdivision Valuation - October 2022 - Online
- Small Hotel/Motel Valuation - October 2023 - Online
- Rates and Ratios: Making Sense of GIMs, OARs, and DCF - October 2023 - Online
- Appraisal of Medical Office Buildings - October 2024 - Online
- Appraising Automobile Dealerships - October 2024, Online

**Primary Course Work:**

FLORIDA STATE UNIVERSITY (1992) - Department of Real Estate
REE 3043 Real Estate Principles
REE 4204 Real Estate Finance
REE 4103 Real Estate Appraisal
REE 4143 Real Estate Market Analysis
REE 4313 Real Estate Feasibility Analysis
REE 4433 Legal Environment of Real Estate

## PRACTICAL EXPERIENCE:

Appraisal experience in the following types of residential property:

| | |
|---|---|
| Single-Family Residential | Condominium |
| 2-4 Family Dwellings | Eminent Domain |
| Vacant Land | Subdivision Analysis |
| Relocation Appraisals | Partial Interest Valuations |
| Construction Litigation Support | Condo/Townhouse Project Analysis |
| Temporary Construction Easements | Permanent Drainage Easements |

Appraisal experience in the following types of other property:

| | |
|---|---|
| Vacant Land (AG/Res/Comm) | Daycare Facilities |
| Office | Motel/Hotel |
| Retail | Restaurant |
| Warehouse | Industrial (Storage, Manufacturing/Distribution) |
| Mini-Storage Warehouse | Ground-Rent Analysis |
| Retail/Office | Seafood Processing Facilities |
| Carwash Facilities | Church |
| Partial Interest Valuations | Leased-Fee/Leasehold Interest Valuations |
| Full-Service Marina Facilities | Grocery Store Facilities |
| Special-Purpose Properties | Automotive Sales/Service |
| Temporary Construction Easements | Permanent Drainage Easements |
| Submerged Land Leases | Submerged Dredging Easements |
| Gas-Line Easement | Schools (Vocational & Charter) |
| Borrow Pits | Recreational/Shooting Plantations |
| Various Agricultural Property Types | Various Mineral/Water Rights Valuations |
| Hydroponic Farms | Blueberry & Chestnut Orchard Farms |
| Nursery Operations & Facilities | Airport Facilities (Market Value & Ground Rent) |
| Conservation Easements | Assisted Living & Memory Care Facilities |
| Hospital/Healthcare Uses | RV Parks |
| Parking Garage Facilities | Cemetery Facilities |
| Bar & Nightclub Facilities | Automobile Dealerships (Local & Regional) |
| Poultry Farms (Breeder/Broiler) | Utility Companies/Utility System Uses |
| Asphalt/Concrete Plants | Natural Springs Properties |
| Motorcycle Racing Tracks | Compost Facilities (Sewage Sludge & Poultry Waste) |
| Grain Elevator Facilities | Golf Course Facilities (Country Clubs) |
| Title Insurance Claim Disputes | Peanut Shelling Operations |

## CIVIC AFFILIATIONS:

**Member of:**

The Appraisal Institute (Member)
Northwest Florida Chapter of The Appraisal Institute (Board of Directors, 2002-2008)
Coastal Conservation Association (Board of Directors/Big Bend Chapter, 1998-2007)
Florida State University/ Real Estate Networking Association
Tallahassee Coalition for Positive Growth Management (2000-2010)
Florida State University - Varsity Club (2000-Present)
Holy Cross Anglican Church (Vestry Member, Senior Warden & Capital Campaign, 2007-2012)

**PROFESSIONAL LICENSES:**

Florida State Certified General Real Estate Appraiser #2407

Georgia State Certified General Real Estate Appraiser #297403

**PROFESSIONAL AFFILIATIONS:**

Member of the Appraisal Institute, Designated Member #406283

Approved Appraiser - City of Tallahassee/Real Estate Division

Approved Appraiser- Federal Housing Administration/U.S. Department of Housing and Urban Development

**EXPERT WITNESS:**

Qualified as an Expert Witness (for eminent domain, divorce and/or construction litigation proceedings) in the following Circuit Courts:

- Leon County, FL (Judges: Dekker, Clark, Smith, Gary, Sjostrom, Shelfer, Lewis)
- Wakulla County, FL (Judges: Sauls & Dodson)
- Gadsden County, FL (Judges: Reynolds, Shelfer)
- Franklin County, FL (Judge Hankinson)
- Jefferson County, FL (Judge Geivers)
- Bay County, FL
- Gulf County, FL
- Madison County, FL (Judge Dekker)
- Washington County, FL
- Walton County, FL
- Santa Rosa County, FL
- Tift County, GA

Qualified as Expert Witness in Federal Bankruptcy Court (Judge Killian, retired and Judge Specie: Tallahassee, FL)

Qualified as Expert Witness in U.S. Federal District Court (Judge Smoak, Panama City, FL)

Ron DeSantis, Governor

Melanie S. Griffin, Secretary

# STATE OF FLORIDA
# DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

## FLORIDA REAL ESTATE APPRAISAL BD

THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

## JOHNSON, WAYNE R II

1358 THOMASWOOD DRIVE
TALLAHASSEE FL 32308

**LICENSE NUMBER: RZ2407**

**EXPIRATION DATE: NOVEMBER 30, 2026**

Always verify licenses online at MyFloridaLicense.com

ISSUED: 10/16/2024

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**Report Description** TLH Airport - Rental Car Quick Turn Around Facility - Capital Cir SW, Tallahassee, FL 32310

## ASSIGNMENT INFORMATION

| | |
|---|---|
| Client | Tallahassee International Airport |
| Lender | Tallahassee International Airport |
| Appraiser | Wayne (Chip) R. Johnson, MAI |
| Supervisor | |
| Order Date | 11/15/2024 |
| Due Date | 11/29-12/6/2024 |
| Priority | |
| Loan Amount | |
| Job Type | Narrative |
| Sale Price | |
| Property Type | Mkt Ground & Bldg Rent |
| Sale Date | |
| Loan Type | |
| Refinance | |
| Form Type | |
| Owner Est. Val. | |
| Property Rights Appraised | ☐ Fee Simple ☐ Leasehold ☐ Other (Describe) |

**FILE NUMBERING**

| | |
|---|---|
| Internal Order Number | 241273 |
| Lender Case Number | |
| Client File Number | |
| FHA / VA Case Number | |
| Main File Number on Form | 241273 |
| Other File Number on Form | |

**BILLING & DELIVERY SUMMARY**

| | |
|---|---|
| Invoice Number | 241273 |
| Invoice Date | |
| Ordered By | |
| Bill To | Tallahassee International Airport |
| Preferred Payment Method | |
| Base Fee | $ 6,100.00 |
| Ship To | |

## PROPERTY

| | |
|---|---|
| Property Address | TLH Airport - Rental Car Quick Turn Around Facility - Capital Cir SW |
| City | Tallahassee |
| State | FL |
| Zip Code | 32310 |
| County | Leon |
| APN | p/o 41-07-20-801-0000 |
| Legal Description | S7/8/15/16/17/18/19/20/21/22 T1S R1W |
| Neighborhood | |
| Map Ref. | 45220 |
| Tax Yr. | |
| Taxes | |
| Special | |
| Year Blt. | |
| Tot. Rms. | |
| Tot. Bdrms. | |
| Tot. Baths. | |
| Sq. Ft. | |

## INSPECTION CONTACTS & ACCESS INFORMATION

**Instructions from Client**

**Exceptions, Releases, Etc.**

| | Name | Work Phone | Home Phone | Mobile Phone |
|---|---|---|---|---|
| Borrower | | | | |
| Co-Borrower | | | | |
| Owner | City of Tallahassee | | | |
| Occupant | | | | |
| Agent | | | | |

| | |
|---|---|
| Appointment Date | |
| Time | |
| Duration | |
| Appointment Notes | |
| Scheduled by | |
| # of Attempts | |
| Appointment Contact | Casey Drake: 850-694-4560 |

☐ Owner Occupied ☐ Tenant Occupied ☐ Vacant ☐ New Construction

☐ Pets on Property ☐ Lock Box ☐ Appointment Required ☐ Key with Agent

☐ Call Occupant First ☐ Hostile Occupant

**Access Notes**

**Directions to Property**

## MAPPING & FEMA / CENSUS DATA

| | | | | | |
|---|---|---|---|---|---|
| FEMA Special Flood Hazard Area | ☐ Yes ☒ No ☐ Unk. | FEMA Zone | X | FEMA Map # | 12073C0288F |
| Map Date | 08/18/2009 | Census Tract | 0027.01 | | |



## TLH LAND LEASES - Ground Lease Rates- 12/12/24

| Contract No. | Lessee | Commencement Date | Expiration Date | Description | Inside/Outside the Fence? | Runway Access? | Apron/Ramp/Circulation Area (SF) | Other Ground Area (SF) | Total Land Currently Under Land Lease (SF) | Acreage | Ground Lease Rate (Rent/SF) | Date of Last CPI | Date of Next CPI |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RENTAL CAR AGENCIES** | | | | | | | | | | | | | |
| | | | | Land Lease - Serv. Facility - Improved Land | | | | 40,000 | | | $0.3500 | | |
| | | | | [illegible] - Serv. Facility - Unimp. Parking (Grass) | Outside | No | | 25,800 | 163,000 | | $0.2100 | | |
| 997223 | Avis/Budget Car Rental - Rental Car Service Center | 2/1/2017 | 1/31/2025 | [illegible] - Complex Pointe Additional Paved Parking | | | | 97,200 | | | $0.3500 | 2016 | Next RAC Contract |
| | Enterprise Leasing Company - South Central, LLC d/b/a Alamo Rental A Car and National Car Rental | | | Land Lease - Serv. Facility - Improved Land | Outside | No | | 40,000 | 82,000 | | $0.3500 | | |
| 997185 | - Rental Car Service Center | 2/1/2017 | 1/31/2025 | Land Lease - Serv. Facility - Unimproved Land | | | | 42,000 | | | $0.2100 | | |
| 997173 | Hertz Corporation - Rental Car Service Center | 2/1/2017 | 1/31/2025 | Land Lease - Serv. Facility - Improved Land | Outside | No | | 62,000 | 62,000 | | $0.3500 | 2016 | Next RAC Contract |
| **FIXED BASE OPERATOR (FBO)** | | | | | | | | | | | | | |
| 998796 | Million Air Tallahassee (Tallahassee Aviation Partners) | 8/1/2009 | 9/30/2039 | Fixed Based Operator (FBO) - Fuel Provider | Inside | Yes | 209,892 | 42,188 | 252,080 | | $0.3792 | 8/1/2024 | 8/1/2025 |
| 994209 | Aero Center Tallahassee, LLC | 1/24/2023 | 1/23/2053 | Fixed Based Operator (FBO) - Fuel Provider | Inside | Yes | 203,036 | 135,626 | 338,662 | | $0.3700 | 10/1/2024 | 10/1/2025 |
| **GENERAL AVIATION AERONAUTICAL LEASES** | | | | | | | | | | | | | |
| 999674 | Civil Air Patrol, Florida Wing | 1/1/2021 | 12/31/2024 | Central Apron - Youth aviation programs/local support for disaster relief - Nominal lease | Inside | Yes | | 10,128 | 10,128 | | $0.0049 | N/A | N/A |
| 994208 | Flightline Development Corporation | 1/26/2023 | 1/25/2024 | Consolidated Airport Use and Lease Agreement | Inside | Yes | 135,915 | | 135,915 | | $0.3700 | 1/1/2025 | 1/1/2026 |
| 993372 | Florida Department of Agriculture and Consumer Services, FL Forest Services | 1/1/2025 | 12/31/2028 | Hangar and Land Lease | Inside | Yes | 53,640 | | 53,640 | | $0.4800 | 1/1/2025 | 1/1/2026 |
| 993746 | Florida Department of Law Enforcement (FDLE) | 8/1/2023 | Month-to-month | Hangar and Land Lease | Inside | Yes | 31,973 | | 31,973 | | $0.450 | 8/1/2023 | 7/1/2025 |
| | Florida State Guard | | | Land Lease | Inside | Yes | 75,875 | 33,850 | 109,725 | | $0.510 | 10/1/2024 | |
| **STORAGE, STAGING & PARKING NON-AERONAUTICAL LEASES** | | | | | | | | | | | | | |
| 995584/993390 | Florida Department of Law Enforcement (FDLE) | 3/1/2021 | Month-to-month (3/1/24), up to two years | Non-Aeronautical Storage - South Apron (old Aero/Florida Forestry Hangar) | Inside | Yes | 42,878 | 3,120 | 45,998 | 1.06 | $0.380 | 3/1/2024 | 3/1/2025 |
| 994769/21182 | Florida Fish & Wildlife Conservation Commission (FFWCC) | 3/14/2022 | Month-to-month | Parking and storage of law enforcement vehicles, vessels and equipment | On Airport property but inside outer perimeter fencing | No | | 43,560 | 43,560 | 1.00 | $0.330 | - | 3/14/2025 |
| 994260 | M of Tallahassee, Inc. | 10/6/2022 | Month-to-month | Land Lease | | | 15,200 | | 15,200 | | $0.400 | 10/1/2024 | 10/1/2025 |
| **CARGO** | | | | | | | | | | | | | |
| 999060 | FedEx - Cargo Apron (Lease is between COT and FedEx) | 1/5/2007 | 3/24/2028 | Cargo Operations - Cargo Apron | Inside | Yes | 200,160 | | 200,160 | 4.60 | $0.4021 | 1/1/2024 | 1/1/2025 |
| **OTHER** | | | | | | | | | | | | | |
| 3767 | Solar I - 20 MW Solar Farm (FL Solar 1, LLC) | 8/1/2016 | 7/31/2036 | Land Lease - 20 MW Solar Farm | On Airport property but inside outer perimeter fencing | No | | 5,211,082.80 | 5,211,082.80 | 119.63 (equivalent to 5,211,082.80 SF) | $0.0114 ($495/acre/year) | 10/1/2021 | 10/1/2026 |
| 996460 | Solar II - 42 MW Solar Farm (FL Solar 4, LLC) | 6/1/2019 | 12/31/2039 | Land Lease - 42 MW Solar Farm | On Airport property but inside outer perimeter fencing | No | | 14,386,212.70 | 14,386,212.70 | 330.262 (equivalent to 14,386,212.70 SF) | $3.441 ($495/acre/year) | 10/1/2022 | 10/1/2027 |
| 997207/15EKW014 2C | U.S. Dept. of Commerce - NOAA - National Weather Service (NWS) NEXRAD Doppler | 10/1/2015 | 9/30/2025 | Airfield Land Lease - NWS NEXRAD Doppler - East of Terminal | Inside | No | | 139,827.60 | 139,827.60 | 3.21 (equivalent to 139,827.60 SF) | $0.103 | N/A | N/A |

## Laurie Horton

**From:** Drake, Casey <Casey.Drake@talgov.com>
**Sent:** Friday, November 15, 2024 12:41 PM
**To:** Chip Johnson; Laurie Horton
**Cc:** Pollard, David; Pingree, Ben; Maleszewski, Victoria; Houge, Eric
**Subject:** TLH Appraisals New QTA & NOAA - Executed Purchase Orders
**Attachments:** AP-PURCHASE ORDER No. 0001082044 dated 11-13-2024 for CURETON JOHNSON ASSOCIATES LLC in amount of 3,500.00.pdf; AP-PURCHASE ORDER No. 0001082045 dated 11-13-2024 for CURETON JOHNSON ASSOCIATES LLC in amount of 6,100.00.pdf; Exhibit B-3 - Existing QTA Facility.pdf

Good afternoon, Chip and Laurie,

Attached please find the executed purchase orders for both appraisals. You can officially begin your work now. Please note that my last day with TLH will be 11/19/24 and you're point of contact going forward is Victoria Maleszewski. I know you already have Victoria's contact information, but I still included it below for your records.

Victoria Maleszewski, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280
victoria.maleszewski@talgov.com

In addition, TLH would like to get an appraisal quote for a ground and building rent analysis for the Existing QTA Facilities located on Parcel I. I have attached an exhibit showing that area. Could you please provide a quote to Victoria?

Thanks,

**Casey Drake, MBA, PMP**
Assistant Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7863
Mobile: (850) 694-4560

TLHAirport.com

# *CURETON JOHNSON & ASSOCIATES, LLC*

***REAL ESTATE SERVICES***
***1358 Thomaswood Drive, Tallahassee, Florida 32308***
***Phone: 850.386.3720 Fax: 850.385.7626***

***WAYNE R. (CHIP) JOHNSON II, MAI***
STATE-CERTIFIED
GENERAL APPRAISER
FL LICENSE NO. RZ2407
GA LICENSE NO 297403

***JASON HART***
STATE-CERTIFIED
RESIDENTIAL APPRAISER
LICENSE NO. RD7028

***CHAD TAYLOR***
STATE-CERTIFIED
RESIDENTIAL APPRAISER
LICENSE NO. RD7284

***DANIEL YOUNG***
STATE-CERTIFIED
GENERAL APPRAISER
LICENSE NO. RZ4380

***DREW GUY***
STATE-CERTIFIED
GENERAL APPRAISER
LICENSE NO. RZ4534

***PIERCE JOHNSON***
REGISTERED TRAINEE APPRAISER
LICENSE NO. RI25805

***MARK A. PARENT***
REGISTERED TRAINEE APPRAISER
LICENSE NO. RI25991


October 31, 2024

Mr. Casey Drake, MBA, PMP
Assistant Mgr – Airport Properties & Business Development
Tallahassee International Airport
3300 Capital Circle SW, Suite 1
Tallahassee, FL 32310
Office Phone: 850.891.7863
Cell Phone: 850.694-4560
Email: Casey.Drake@talgov.com

RE: **Market Ground Rent and Market Building Rent Analysis** for the new Rental Car Quick Turn Around (QTA) Facility located on Capital Circle SW and Lake Bradford Road (on Airport property) in Tallahassee, Leon County, Florida. The market ground and building rent studies are to encompass a range of potential market lease rates for this property.

Dear Mr. Drake:

This letter serves as a formal engagement for our appraisal firm to provide market ground and building rent studies of the above-mentioned property. All applicable approaches to value will be employed.

The scope of the assignment will include the following:

1. An investigation of the subject neighborhood to determine trends, values, etc., which are pertinent to the valuation of the property.
2. A complete on-site physical inspection of the property in order to determine necessary physical characteristics of the property with respect to value.
3. Complete analysis of zoning and legal aspects which affect the value and marketability of the property.
4. A search and analysis of commercial/rentals/leases in the area.
5. We will provide an electronic version of the final report that will be emailed directly to you. Hard copies are also available upon request.

This assignment can be completed within two to three weeks from the date of engagement. The fee for this appraisal will not exceed $2,900 for the Ground Rent Analysis and $3,200 for the Building Rent Analysis (total of $6,100), which is due upon completion of the assignment. *By signing this letter, you have formally engaged our firm to provide the above services*.

If we can be of service to you or if you have any questions or need further information, please do not hesitate to contact us.

Thank you for this opportunity to submit a proposal to you.

Wayne R. Johnson, MAI
State Certified General REA #297403

Mr. Casey Drake, MBA, PMP
Asst Mgr-Airport Prop & Business Dev
Tallahassee International Airport

Date:_____

CITY OF TALLAHASSEE

# Purchase Order



**City of Tallahassee**
300 S. Adams Street
Tallahassee FL 32301
United States

**Dispatch Via Email 11-14-2024**

| Purchase Order | Date | Revision |
|---|---|---|
| COTLH-0001082045 | 11-13-2024 | |
| **Payment Terms** | **Freight Terms** | **Ship Via** |
| Due Now | FOB Destination | Best Available Delivery |
| **Buyer** | **Phone** | **Currency** |
| Wilson,Catrina | | USD |

**Supplier:** 0000128171
Cureton Johnson & Associates LLC
1358 Thomaswood Drive
Tallahassee FL 32308
United States
cjohnson@cureton-johnson.com

**Ship To:** AIRMANG
Tallahassee International Airport - Airport Management
3300 Capital Circle S.W.
Suite 1
Tallahassee FL 32310
United States

**Bill To:** Accounts Payable
300 S. Adams Street, 4th Floor
Tallahassee FL 32301
United States

**Tax Exempt?** Y **Tax Exempt ID:** 858012621695C **Replenishment Option:** Standard

| Line-Sch | Item/Description | Mfg ID | Quantity | UOM | PO Price | Extended Amt | Due Date |
|---|---|---|---|---|---|---|---|
| 1 - 1 | Appraisal Services | | 19.33 | HR | 150.0000 | 2,900.00 | 12/31/2024 |
| | | | | | **Schedule Total** | 2,900.00 | |
| | Contract ID: 00000000000000000000005166 | | | Contract Line: 2 | Release: 56 | Category Line: 0 | |
| | Ground Rent Analysis | | | | | | |
| | COT Contract #5166 | | | | | | |
| | Acct# 521180-270102-541-25202 | | | | | | |
| | | | | | **Item Total** 00000000400002918 | 2,900.00 | |
| 2 - 1 | Appraisal Services | | 21.33 | HR | 150.0000 | 3,200.00 | 12/31/2024 |
| | | | | | **Schedule Total** | 3,200.00 | |
| | Contract ID: 00000000000000000000005166 | | | Contract Line: 2 | Release: 57 | Category Line: 0 | |
| | Building Rent Analysis | | | | | | |
| | | | | | **Item Total** 00000000400002918 | 3,200.00 | |
| | | | | | **Total PO Amount** | 6,100.00 | |

**Authorized Signature**
Veronica S McCracken

# TALLAHASSEE

City Hall
300 S. Adams Street
Tallahassee, FL 32301

# PURCHASE ORDER (PO) TERMS AND CONDITIONS

These terms and conditions may be overwritten due to the following conditions:

- If special instructions and/or special terms and conditions are included in writing in the PO.
- If this PO is issued under an executed written contract, then the contract terms and conditions shall govern.

1. DEFINITION: "BUYER" means City of Tallahassee (COT), Blueprint Intergovernmental Agency (BP), Community Redevelopment Agency (CRA), or Capital Region Transportation Planning Agency (CRTPA), as identified in the PO; "SELLER" means the entity identified as "Supplier" in the PO and any Contractors or Subcontractors.
2. FREIGHT/SHIPPING: Prices stated are FOB Destination. Freight prepaid and allowed, to delivery location specified on PO unless another FOB method is agreed upon in writing. Materials/supplies shall be properly packaged and marked with the PO number.
3. DELAYS/CANCELLATIONS: If delivery/completion dates cannot be met, SELLER shall inform BUYER immediately. However, such notice shall not constitute a change to the delivery/completion terms of the PO unless BUYER first modifies the PO in writing. If any item is not received or if any element of the work is not completed by the date specified, BUYER, at BUYER's option and without prior notice to SELLER, may either approve a revised date or may cancel the PO and obtain such goods, services, or work elsewhere. SELLER also shall be liable to BUYER for compensatory damages arising from such failure to timely perform.
4. INSPECTION AND ACCEPTANCE: Inspection of goods, services, or work will occur at final destination, unless otherwise specified. SELLER shall bear risk of loss until delivery and final acceptance of all items or completion and "Final acceptance" of all work. No inspection or test made prior to Final acceptance shall relieve SELLER from responsibility for defects or other failure to meet the requirements of this order. Rejected materials will be returned to SELLER at SELLER's risk and expense. Final acceptance shall occur when all items have been received, or all work has been completed and accepted by BUYER and BUYER has authorized final payment to SELLER.
5. VARIATION IN QUANTITY: No variation in the quantity of any item purchased will be accepted unless such variation is otherwise permitted by the terms of the PO or by amendment to the PO.
6. CHANGES: No substitutions, quantity changes, price increases, etc., shall be made without a written change order to the PO.
7. WARRANTY: SELLER warrants that delivered supplies or equipment, or work performed, shall be free from all defects in material and workmanship and shall comply with manufacturer's specifications. All manufacturer's warranties shall be deemed assigned to BUYER.
8. SUBMISSION OF A PROPER INVOICE: Invoices may be submitted via (1) E-mail (electronic PDF image); invoices@talgov.com; (2) Mail: Accounts Payable, 300 S. Adams St, Mail Box A-28, Tallahassee, Fl 32301-1731, or (3) Delivery: same address. At the request of the user-department, a copy of the invoice may be submitted to the project manager or designee at an address to be supplied. Any invoice or payment request which is received by COT ACCOUNTS PAYABLE SECTION (see PO cover page) must conform to the following requirements:
   A. Complies with all terms of the PO;
   B. Is an original invoice; and
   C. Is not under dispute;

   And must contain the following information:
   A. The name and address of SELLER as reflected on the PO;
   B. The invoice preparation date;
   C. The number of the invoice to facilitate identification;
   D. The authorizing COT PO number; if PO is issued under a master contract, also include master contract number;
   E. PO line item number, including description, quantity, unit of measure, unit price and extended price of the item;
   F. Terms of any prompt payment discount offered;
   G. Federal Identification Number (if applicable); and
   H. Payment remittance address (if not already on file).
9. PAYMENT: Payment of invoices will be made in accordance with the Local Government Prompt Payment Act (Sec. 218.70, et seq., Florida Statutes). No C.O.D. shipments will be accepted. Inquiries concerning payment of invoices should be directed to COT ACCOUNTS PAYABLE SECTION, telephone (850) 891-8280. Also see section 8 above.
10. EQUAL OPPORTUNITY: SELLER agrees to comply with COT's Equal Opportunity Policy. Suppliers will not discriminate against any employee or applicant for employment because of race, color, gender, religion, national origin, age, disability, marital status, pregnancy, sexual orientation, gender identity, protected veteran status and any other protected class.
11. SELLER's price will be the lowest prevailing market price and under no circumstances will the price be higher than specified herein without express authorization of BUYER.
    A. No materials, drawings, or other items provided by BUYER to SELLER shall become the property of SELLER and will be returned to BUYER upon demand.
    B. Any and all artwork or typeset photo ready material that has been paid for in the initial setup charge, or has been sent to SELLER for reproduction by BUYER will be returned to BUYER before final payment shall become due.
12. SHIPPING: All containers, reels, or pallets shipped with supplies by SELLER will become the property of BUYER upon receipt unless otherwise agreed in writing.
13. LAWS: The items and/or services covered by this PO shall comply with all applicable federal, state and local laws, statutes, ordinances, rules, and regulations.
14. TAXES: BUYER is generally exempt from sales, excise, or federal transportation taxes. Do not include taxes in pricing unless agreed upon with BUYER. A copy of BUYER's Tax Exemption Certificate is available upon request.
15. SAFETY DATA SHEETS (SDS): Prior to shipping any chemicals or substances to BUYER or bringing any chemicals or substances onto BUYER property or BUYER work site, the SELLER shall provide BUYER copies of current SDS.
16. ASSIGNMENT: SELLER may not assign any portion of the PO without prior consent from COT PROCUREMENT SERVICES.
17. E-VERIFY:
    All Contractors and Subcontractors shall utilize the U.S. Department of Homeland Security's E-Verify system, in accordance with the terms governing use of the system, to confirm the employment eligibility of:
    A. All persons employed by the Contractor during the term of the Contract to perform employment duties within Florida; and
    B. All persons, including subcontractors, assigned by the Contractor to perform work pursuant to the contract with the Department.

    The Contractors and Subcontractors hereby acknowledge and agree to adhere to the provisions of Section 448.095, Florida Statutes (2020), as amended from time to time. Failure to comply with s. 448.095, Florida Statutes will result in a termination of the contract, the Contractor will not be awarded another City contract for at least one (1) year from the date of contract termination and the Contractor will be liable for any additional costs incurred by the City as result of the contract termination.
18. VENUE: This PO shall be governed by the Laws of the State of Florida. Any litigation involving this PO shall be in the courts of competent jurisdiction in Leon County, Florida or the United Stated District Court for the Northern District of Florida.
19. INSURANCE COVERAGE: Applicable to the purchase of supplies, equipment, and services, including construction under aggregate amount of $100,000. SELLER, at own cost and expense, shall obtain and maintain in force during the term of this PO, the following minimum insurance coverage:
    A. A Commercial General/Umbrella Liability Insurance - $500,000.00 limit per occurrence for property damage and bodily injury. SELLER should indicate in its bid whether the coverage is provided on a claim made or preferably on an occurrence basis. The insurance shall include coverage for: Premise/ Operations; Explosion, Collapse and Underground Property Damage Hazard (only when applicable to the project); Products/Completed Operations; Contractual; Independent Contractors; Broad Form Property Damage; and Personal Injury.
    B. Business Automobile/Umbrella Liability Insurance- $500,000.00 limit per accident for property damage and personal injury: Owned/Leased Autos; Non-owned Autos; and Hired Autos.
    C. Workers' Compensation and Employers'/Umbrella Liability Insurance -Workers' Compensation coverage with benefits and monetary limits as set forth in Chapter 440, Florida Statutes. This policy shall include Employers'/Umbrella Liability coverage for $500,000.00 per accident. Workers' Compensation coverage is required as a condition of performing work or services for BUYER whether or not the SELLER is otherwise required by law to provide such coverage.
    D. If the PO is for professional services, professional liability insurance, including errors and omissions, $500,000 or as per project (ultimate loss value per occurrence).
    E. Information Security/Cyber Liability insurance written on a "claims-made" basis covering SELLER and SELLER Staff for expenses, claims and losses resulting from wrongful acts committed in the performance of, or failure to perform, all services, including, without limitation, claims, other demands, and any payments related to electronic or physical security, breaches of confidentiality, and invasion of or breaches of privacy. The Information Security/Cyber Liability Insurance must include internet media liability, including cloud computing and mobile devices for protection of confidential information whether electronic or non-electronic, network security and privacy; privacy against liability for system attacks, digital asset loss, denial or loss of service, introduction, implantation or spread of malicious software code, security breach, unauthorized access and use, including regulatory action expenses, and notification and credit monitoring expenses with at least the minimum limits listed below. Coverage must be renewed for two (2) years after completion of the Services.
       a) Each occurrence - $1,000,000
       b) Network Security/Privacy Liability - $1,000,000
       c) Breach Response/ Notification Sublimit - a minimum limit of fifty percent (50%) of the policy aggregated.
    F. The COT shall be an additional named insured on the certificate of insurance.
    G. Insurance is to be placed with Florid admitted insurers rated B+, VIII or better by A.M. Best's rating service.

    NOTE: Additional insurance coverage may be required for purchases in aggregate amount over $100,000.
20. INDEMNIFICATION:
    A. SELLER shall indemnify and hold harmless BUYER, and its officials, officers, and employees, from and against all claims for infringement of any United States Patent and all other claims, damages, losses, and expenses (including without limitation costs of defending the same and attorney's fees) arising out of or resulting from the performance of the work, furnishing of services, or furnishing of materials, goods, or equipment (including but not limited to claims regarding defects in materials, goods, or equipment) which is caused in whole or in part by any breach of contract, act, or omission of SELLER, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable.
    B. In any and all claims against BUYER, or any of its agents or employees by any employee of SELLER, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, the indemnification obligation under this clause shall not be limited in any way by any limitation on the amount or type of damages, compensation or benefits payable by or for the Contractor or any subcontractor under any Workers' Compensation Act, Disability Benefit Act, or other Employee Benefit Act.
21. PUBLIC RECORDS: By providing services to BUYER, SELLER acknowledges that BUYER is a governmental entity subject to the Florida Public Records Law (Chapter 119, Florida Statutes). SELLER further acknowledges that any materials or documents provided to BUYER may be "public records" and, as such, may be subject to disclosure to, and copying by, the public unless otherwise specifically exempt by statute.
22. PUBLIC ENTITY CRIMES: As required by Section 287.133, (2)(a), Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a proposal on a contract to provide any goods or services to a public entity, may not submit a proposal on a contract with a public entity for the construction or repair of a public building or a public work, may not submit proposals on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, Florida Statutes, for CATEGORY TWO [$35,000] for a period of 36 months from the date of being placed on the convicted vendor list. Any person must notify BUYER within 30 days after a conviction of a public entity crime applicable to that person or to an affiliate of that person.
23. AVAILABILITY OF FUNDS: BUYER'S projects performed under this PO are contingent upon an annual appropriation for its purpose by the Commission or other specified funding source for this procurement.
24. SEVERABILITY: If any term or provision of this PO, to any extent, be held invalid or unenforceable, the remainder of this PO, shall not be affected, and every other term and provision of this PO shall be deemed valid and enforceable to the extent permitted by law.
25. SCRUNTINIZED COMPANY LIST: SELLER certifies that it is not listed on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, created pursuant to Section 215.473, Florida Statutes. Pursuant to Section 287.135(5), Florida Statutes, SELLER agrees BUYER may immediately terminate this PO for cause if the SELLER is found to have submitted a false certification or if the SELLER is placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List during the term of the PO.
26. INDEPENDENT CONTRACTOR: The parties to this PO are independent contractors, and none of the provisions of this PO shall be interpreted or deemed to create any relationship between such parties other than that of independent contractors. Nothing contained in this PO shall be construed to create a relationship of employer and employee, master and servant, principal and agent, or coventurers between the City and the Supplier, between the City and any employee of the Supplier, or between the Supplier and any employee of the City. The City shall have no right to control or direct the details, manner, or means by which the Supplier performs the services or other requirements of this PO except to require compliance with requirements and standards stated in the PO. The Supplier, similarly, shall have no control over or management authority with respect to the City or its operations.
27. SUPPLIER PORTAL: The City has a self-service Supplier Portal for vendors to register as a supplier and provide their business information including email address, contact and banking information. It is the responsibility of the SELLER to maintain this information and keep it current. Any updates to SELLER information will be accepted or rejected within 48-72 hours. Failure to provide current or accurate information may impede payment.

Revised: March 2021.
Please direct all questions or concerns to City of Tallahassee.
Procurement Services Division at (850) 891-8280.

**Authorized Signature**

Veronica S. McCracken

## Chip Johnson

**From:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Sent:** Tuesday, October 8, 2024 2:21 PM
**To:** Chip Johnson
**Cc:** Pingree, Ben; Houge, Eric; Drake, Casey; Johnson, Marsha
**Subject:** Building and Ground Rent Market Analysis

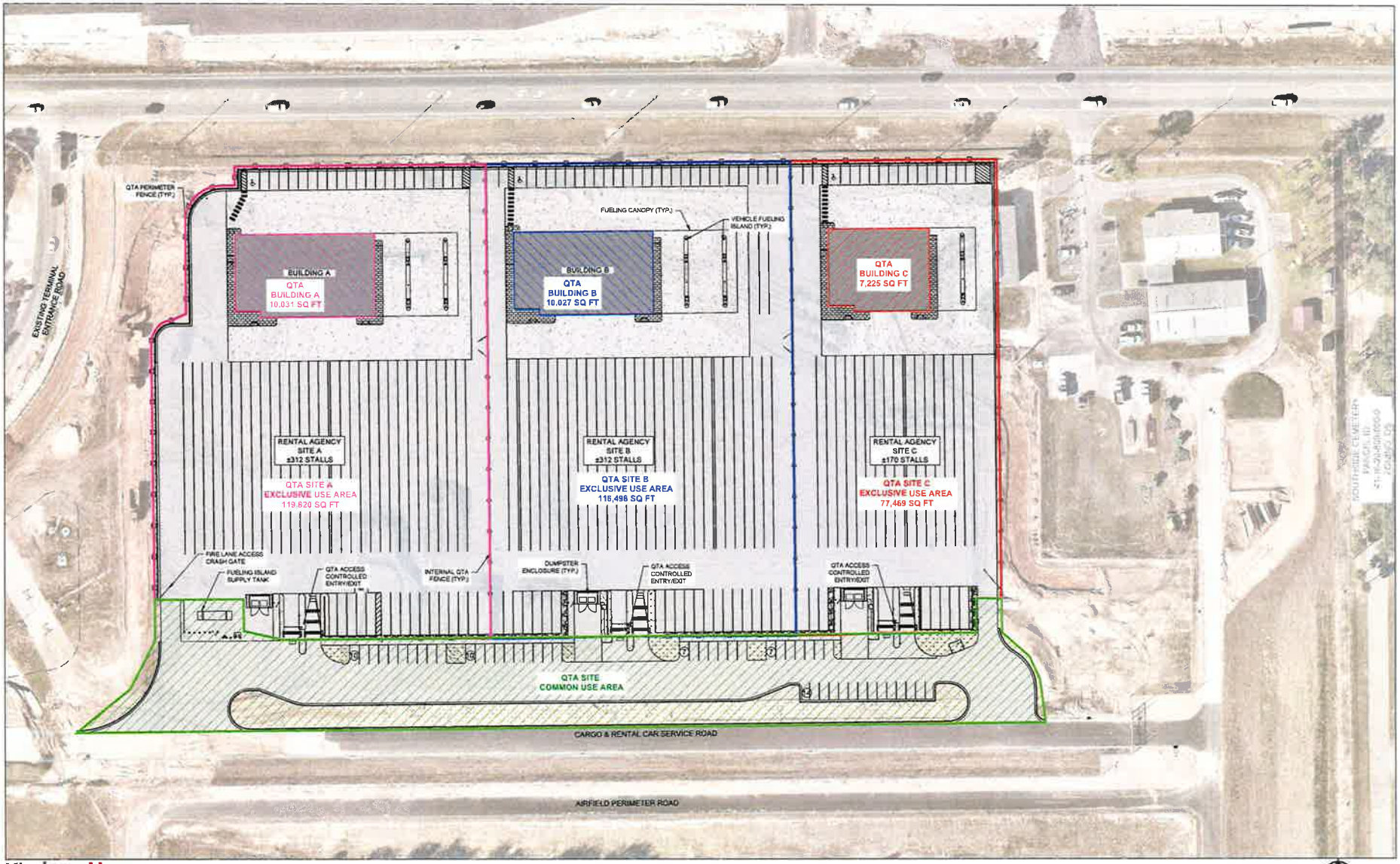
**Importance:** High

Good afternoon, Chip. The Airport would like to establish fair market lease rates for its new Rental Car Quick Turn Around ("QTA") Facility (designed, but not yet constructed) and accompanying ground lease. Eric is out of the office today but can provide you with a link to the site plan and other documents to work from. Ultimately, we would like a Building and Ground Rent Market Analysis completed to establish new rates for our upcoming RFP and contract for the RACS operating at the Airport to include an evaluation of local market rates along with rates at similarly situated and comparably sized airport rental car facilities. We can talk more about the parameters.

Can you provide us with a scope and quote for these services? How much time do you think you would need to complete this project?

Kind Regards,
Victoria Maleszewski, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280

TLHAirport.com




Kimley»Horn

TALLAHASSEE INTERNATIONAL AIRPORT
EXHIBIT B-4, NEW QTA FACILITY SITE PLAN

GRAPHIC SCALE IN FEET
0 20 40 80
NORTH

## Chip Johnson

**From:** Houge, Eric <Eric.Houge@talgov.com>
**Sent:** Thursday, December 5, 2024 2:08 PM
**To:** Chip Johnson
**Cc:** Maleszewski, Victoria
**Subject:** RE: "TLH Rental Car QTA - Bid Documents - Plans.pdf" shared with you

All we have is an estimate which is between $20M and $25M.

Regards,

Eric Houge, P.E.
Airport Engineer
City of Tallahassee | Tallahassee International Airport
3300 Capital Circle SW, Suite 1 | Tallahassee, FL 32310
Direct: 850.891.7873 | Mobile: 850.570.7762 Eric.Houge@talgov.com | TLHAirport.com

-----Original Message-----
From: Chip Johnson <cjohnson@cureton-johnson.com>
Sent: Thursday, December 5, 2024 2:00 PM
To: Houge, Eric <Eric.Houge@talgov.com>
Cc: Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
Subject: Re: "TLH Rental Car QTA - Bid Documents - Plans.pdf" shared with you

***EXTERNAL EMAIL***
Please report any suspicious attachments, links, or requests for sensitive information.

Yes. Thx

Sent from my iPhone

> On Dec 5, 2024, at 1:59 PM, Houge, Eric <Eric.Houge@talgov.com> wrote:
>
> Are you asking about for the construction of the facility?
>
> Regards,
>
> Eric Houge, P.E.
> Airport Engineer
> City of Tallahassee | Tallahassee International Airport
> 3300 Capital Circle SW, Suite 1 | Tallahassee, FL 32310
> Direct: 850.891.7873 | Mobile: 850.570.7762 Eric.Houge@talgov.com |
> TLHAirport.com
>
>
> -----Original Message-----

I appreciate it!

Kind Regards,
Victoria Maleszewski, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280

TLHAirport.com

**From:** Chip Johnson <cjohnson@cureton-johnson.com>
**Sent:** Wednesday, October 16, 2024 4:34 AM
**To:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Subject:** RE: Building and Ground Rent Market Analysis

***EXTERNAL EMAIL***
Please report any suspicious attachments, links, or requests for sensitive information.

Victoria,

Just confirming you received this. Did not receive a reply. Thx Chip

<image001.png>

**From:** Chip Johnson
**Sent:** Saturday, October 12, 2024 2:39 PM
**To:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Subject:** RE: Building and Ground Rent Market Analysis

Victoria,

Our fee to do a market ground rent analysis is $2,900

Our fee to do a market building rent analysis, based on these building plans/specs and site plan is $3,200.

Hope this helps. I will be on standby.

Thx Chip

<image001.png>

**From:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Sent:** Wednesday, October 9, 2024 12:26 PM
**To:** Chip Johnson <cjohnson@cureton-johnson.com>

**Cc:** Pingree, Ben <Ben.Pingree@talgov.com>; Houge, Eric <Eric.Houge@talgov.com>; Drake, Casey <Casey.Drake@talgov.com>; Johnson, Marsha <Marsha.Johnson@talgov.com>
**Subject:** RE: Building and Ground Rent Market Analysis

Will do. Thanks so much!

Kind Regards,
Victoria Maleszewski, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280

TLHAirport.com

**From:** Chip Johnson <cjohnson@cureton-johnson.com>
**Sent:** Wednesday, October 9, 2024 5:01 AM
**To:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Cc:** Pingree, Ben <Ben.Pingree@talgov.com>; Houge, Eric <Eric.Houge@talgov.com>; Drake, Casey <Casey.Drake@talgov.com>; Johnson, Marsha <Marsha.Johnson@talgov.com>
**Subject:** RE: Building and Ground Rent Market Analysis

***EXTERNAL EMAIL***
Please report any suspicious attachments, links, or requests for sensitive information.

Hey Victoria,

Be glad to help. Will definitely need more information to provide quote. But you are looking at 3-4 week turnaround at this point. Maybe send me info and then we can discuss.

Thx! Chip

<image001.png>

**From:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Sent:** Tuesday, October 8, 2024 2:21 PM
**To:** Chip Johnson <cjohnson@cureton-johnson.com>
**Cc:** Pingree, Ben <Ben.Pingree@talgov.com>; Houge, Eric <Eric.Houge@talgov.com>; Drake, Casey <Casey.Drake@talgov.com>; Johnson, Marsha <Marsha.Johnson@talgov.com>
**Subject:** Building and Ground Rent Market Analysis
**Importance:** High

Good afternoon, Chip. The Airport would like to establish fair market lease rates for its new Rental Car Quick Turn Around ("QTA") Facility (designed, but not yet constructed) and accompanying ground lease. Eric is out of the office today but can provide you with a link to the site plan and other documents to work from. Ultimately, we would like a Building and Ground Rent Market Analysis completed to establish new rates for our upcoming RFP and contract for the RACS operating at the Airport to include an evaluation of local market rates along with rates at similarly situated and comparably sized airport rental car facilities. We can talk more about the parameters.

Can you provide us with a scope and quote for these services? How much time do you think you would need to complete this project?

Kind Regards,
Victoria Maleszewski, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280

TLHAirport.com

## Summary

**Parcel ID:**
4107208010000

**Location:**
3216 CAPITAL CIR SW
View All Addresses

**Subdivision Name:**
UNPLATTED LAND

**Owner(s):**
CITY OF TALLAHASSEE

**Property Use:**
8900 - MUNICIPAL

**Tax District:**
1 – CITY

**Mailing Address:**
C/O REAL ESTATE DEPT
300 S ADAMS ST BOX A-15
TALLAHASSEE FL 32301

**Legal Desc:**
SECTIONS 7 8 15 16 17 18 19 20 21 22 T1S R1W
DB 210/27 224/157 225/57 225/349 225/531 226/52
OR 904/1621 915/1713 LESS ROW OR 5322/483 5675/1913(F K)

**Acreage:**
2151.26 ±

**Parent Parcel ID:**
None

## Sales Information

No sales information available.

## Certified Value History

| Tax Year | Land | Building | Total Market | Homestead Savings | Classified Use |
|---|---|---|---|---|---|
| 2024 | $13,018,549 | $56,944,338 | $69,962,887 | $0 | $0 |
| 2023 | $12,400,812 | $57,159,056 | $69,559,868 | $0 | $0 |
| 2022 | $12,400,812 | $62,802,613 | $75,203,425 | $0 | $0 |

## Homestead Information

| Tax Year | Status | Details |
|---|---|---|
| 2025 | No | |
| 2024 | No | |

## 2024 Certified Taxable Values

| Taxing Authority | Millage Rate | Market | Assessed | Exempt | Taxable |
|---|---|---|---|---|---|
| Leon County | 8.31440 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| Leon County - Emergency Medical Service | 0.75000 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |

| Taxing Authority | Millage Rate | Market | Assessed | Exempt | Taxable |
|---|---|---|---|---|---|
| Children Services Council | 0.34770 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| School - State Law | 3.13600 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| School - Local Board | 2.24800 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| City of Tallahassee | 4.42000 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| NW FL Water Management | 0.02180 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |

## Buildings

| # | Building Use | Building Type | Yr Built | Heated/Cooled SqFt | Auxiliary SqFt |
|---|---|---|---|---|---|
| **1** | **Commercial** | **Airport Terminal** | **1990** | **203,408** | **0** |
| **2** | Commercial | Office Industrial | 2000 | 6,750 | 0 |
| **3** | Commercial | Warehouse | 1980 | 2,600 | 0 |
| **4** | Commercial | Fire Station | 1970 | 5,735 | 0 |
| **5** | Commercial | Warehouse | 1990 | 16,800 | 0 |
| **6** | Commercial | Warehouse | 1980 | 12,000 | 0 |
| **7** | Commercial | Warehouse | 1980 | 1,800 | 0 |
| **8** | Commercial | Independent Auto Center | 1980 | 4,680 | 0 |
| **9** | Commercial | Office Industrial | 1980 | 2,720 | 0 |
| **10** | Commercial | Warehouse | 1989 | 6,000 | 0 |
| **11** | Commercial | Airport Terminal | 1996 | 13,326 | 0 |
| **12** | Commercial | Office Industrial | 1989 | 2,700 | 0 |
| **13** | Commercial | Airport Terminal | 1980 | 44,546 | 0 |
| **14** | Commercial | Warehouse | 1985 | 6,600 | 0 |
| **15** | Commercial | Airport Terminal | 2000 | 19,404 | 0 |
| **16** | Commercial | Warehouse | 1974 | 27,380 | 0 |
| **17** | Commercial | Warehouse | 1961 | 6,960 | 0 |
| **18** | Commercial | Office Industrial | 1950 | 1,144 | 0 |
| **19** | Commercial | Warehouse | 1987 | 6,117 | 0 |
| **20** | Commercial | Classroom/Training | 1968 | 22,717 | 0 |
| **21** | Commercial | Classroom/Training | 1982 | 1,675 | 0 |
| **22** | Commercial | Classroom/Training | 1989 | 3,960 | 0 |
| **23** | Commercial | Office Industrial | 1970 | 2,040 | 0 |
| **24** | Commercial | Warehouse | 1985 | 12,250 | 0 |
| **25** | Commercial | Warehouse | 1985 | 7,020 | 1,976 |
| **26** | Commercial | Warehouse | 1985 | 4,784 | 0 |
| **27** | Commercial | Warehouse | 1995 | 7,615 | 0 |
| **28** | Commercial | Warehouse | 1985 | 11,520 | 0 |
| **29** | Commercial | Warehouse | 1985 | 9,396 | 0 |
| **30** | Commercial | Warehouse | 1985 | 27,574 | 0 |

| # | Building Use | Building Type | Yr Built | Heated/Cooled SqFt | Auxiliary SqFt |
|---|---|---|---|---|---|
| **31** | Commercial | Warehouse | 2002 | 7,640 | 0 |
| **32** | Commercial | Warehouse | 2002 | 9,120 | 0 |
| **33** | Commercial | Warehouse | 2002 | 19,152 | 0 |
| **34** | Commercial | Warehouse | 2002 | 19,152 | 0 |
| **35** | Commercial | Warehouse | 2005 | 6,000 | 0 |
| **36** | Commercial | Fire Station | 1997 | 10,660 | 0 |
| **37** | Commercial | Distribution Warehouse | 2008 | 15,141 | 540 |

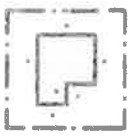
**Building #1 Details**

**Characteristics**

| | |
|---|---|
| **Tax year** | 2024 |
| **Improvement Name** | TALLAHASSEE INTERNATIONAL AIRP |
| **Identical Buildings** | 1 |
| **Exterior Wall** | Concrete Blk/Stucco |
| **Frame** | Fire Prf Steel |
| **Roof Frame** | Bar Joist/Rigid Frame |
| **Roof Cover / Deck** | Built Up/Composition |
| **Pool** | No |

| Area # | Description | SqFt |
|---|---|---|
| A0 | Passenger Terminal | 203,408 |

**Building #1 Sketch**



Sorry, no sketch available for this record

## GROUND LEASE DATA FOR UNIMPROVED AIRSIDE LAND

| AIRPORT | CLASSIFICATION | RENTAL RATE / SF (2022) | RENTAL RATE / SF (2021) | 2020 ENPLANMENTS | 2020 Ranking* | 2019 ENPLANMENTS | 2019 Ranking** | Return Rate |
|---|---|---|---|---|---|---|---|---|
| **Orlando-Sanford International (SFB)**<br>Sanford | Small Hub | **$0.35 actual/asking**<br>**1-10 acres**<br>**Unchanged from 2021** | $0.35 actual/asking<br>1-10 acres | 786,937 | 72 | 1,601,614 | 79 | 10% |
| **Daytona Beach International (DAB)**<br>Daytona Beach | Non Hub | **$0.36 - 6-13 acres**<br>**2022 Market Rent Survey** | $0.28 - renewal of existing tenant | 156,172 | 156 | 340,815 | 161 | 10% Aeronautical<br>12% - Nonaeronautical |
| **Naples Municipal (APF)**<br>Naples | General Aviation | **$0.37-$0.55 asking** | $0.48-$0.60 - actual | 312 | 692 | 1,271 | 621 | 10% |
| **Jacksonville International (JAX)**<br>Jacksonville | Medium Hub | **$0.25-$0.30 asking**<br>**Possible increases** | $0.25-$0.30 asking | 1,369,681 | 57 | 3,479,923 | 52 | 8% |
| **Cecil Airport (VQQ)**<br>Jacksonville | General Aviation | **$0.25-$0.30 asking**<br>**Typically 3 acre sites minimum**<br>**Possible increases** | $0.25-$0.30 asking<br>Minimum 3 acre site | N/A | Not Ranked | 161 | 802 | 8% |
| **St. Pete-Clearwater International (PIE)**<br>Clearwater-St. Petersburg | Small Hub | **Over $0.36-asking**<br>**No airside available** | $0.38 actual | 736,149 | 74 | 1,143,483 | 92 | N/A<br>Cap Rates Not Utilized |
| **Southwest Florida International (RSW)**<br>Ft. Myers | Medium Hub | **$0.68 actual (2021) - Small Site**<br>**$0.57 - actual (2019) Large Site**<br>**Apron Space included** | $0.40 - $0.60 asking<br>$0.48-$0.49 actual<br>$0.39 large site | 2,947,139 | 36 | 5,044,024 | 43 | 7.0-9.0% |
| **Northwest Florida Beaches Int (ECP)**<br>Panama City | Small Hub | **$0.36 actual**<br>**Unchanged from 2021**<br>**Anticipating increase later in year.** | $0.36 actual | 398,792 | 100 | 621,406 | 118 | Fluctuates |
| **Pensacola International (PNS)**<br>Pensacola | Small Hub | **$0.33 asking**<br>**Unchanged from 2021. CPI utilized to establish new rate.** | $0.33 asking | 577,431 | 86 | 1,098,889 | 93 | 8% |
| **Sarasota - Bradenton International (SRQ)**<br>Sarasota - Bradenton | Small Hub | **$0.65 appraisal**<br>**$0.45-$0.60 up to 20 acres**<br>**Rent study 9/2021**<br>**$0.30-$0.35 over 20 acres**<br>**Rent study 9/2021** | $0.43 - actual | 624,202 | 83 | 977,530 | 97 | Not Provided |
| **Tallahassee International (TLH)**<br>Tallahassee | Non-Hub | **$0.38 negotiating**<br>**Possible additional income included in negotiations** | $0.35 - $0.38 negotiating | 180,144 | 148 | 415,272 | 145 | Not Provided |
| **Vero Beach Regional Airport (VRB)**<br>Vero Beach | Regional Comm. Service | **$0.40 actual**<br>**Infrastructure in place** | $0.26 actual<br>2018 Appraisal Rate | 2,337 | 484 | 7,698 | 441 | Not Provided |
| **Miami-Opa Locka Executive (OPF)**<br>Miami | Regional Non Primary | **$0.31 asking** | $0.29<br>Increasing in October | 881 | 608 | 1,161 | 631 | Not Provided |
| **Orlando-Melbourne International (MLB)**<br>Melbourne | Non-Hub | **$0.30 - $0.45 asking** | | 108,934 | 180 | 241,289 | 181 | 10%-12% |
| * based on 2020 enplanement data<br>**based on 2019 enplanement data | 2021 enplanement data TBD. | | | | | | | |

| Airport | Employment Entity | Code | Name | Title | Address | Phone | Cell | Fax | Email |
|---|---|---|---|---|---|---|---|---|---|
| Albany International Airport | Albany County Airport Authority | ALB | Helen M. Chamberlain | Mgr of Concessions & Marketing | 737 Albany Shaker Road Main Terminal Suite 300 Albany International Airport Albany, NY 12211 | 518 242 2231 | 518 378 4656 | 518 242 2641 | hchamberlain@albanyairport.com |
| Acapulco, Chihuahua, Ciudad Juarez, Culiacan, Durango, Mazatlan, Monterrey, Reynosa, San Luis Potosi, Tampico, Torreon, Zacatecas, Zihuatanejo | CMA - Grupo Aeroportuario del Centro Norte SA de CV | ACA, CUU CJS, CUL DUR, MZT MTY, REX, SLP, TAM, TRC, ZCL, ZIH | David Alan Weir Vazquez | CMA Marketing Manager | Monterrey, Mexico | 0052 818 625 4300 Ext 234 | 00521 811 538 8178 | | david.weir@hotmail.com |
| Albuquerque International Sunport | | ABQ | Donovan Lussier | Contract Manager | City of Albuquerque - Aviation Dept P O Box 9948 Albuquerque, NM 87119-1048 | 505 244 7716 | not provided | 505 842 4278 | donovanlussier@cabq.gov |
| Amarillo International Airport | Rick Husbane Amarillo International Airport | AMA | Kiley Navarrete | Airport Program Coordinator | 1080 Airport Blvd Amarillo, TX 79111-1211 | 806 335-1671 | not provided | not provided | kiley.navarrete@amarillo.gov |
| Arlington Municipal Airport | | GKY | Terri Ballard | Interim Airport Manager | 5000 S. Collins Arlington, TX 76018 | 817 459 5960 | not provided | 817 465 8853 | terri.ballard@arlingtontx.gov |
| Asheville Regional Airport | Asheville Regional Airport Authority | AVL | Chris Madsen | Airport Properties & Contracts Manager | 61 Terminal Drive, Suite 1 Fletcher, NC 28732 | 828 209 5112 | not provided | 828 684 3404 | cmadsen@flyavl.com |
| Atlantic City International Airport | South Jersey Transportation Authority | ACY | James Hartman | Transportation Planner | Atlantic City International Airport Suite 100 Egg Harbor Township, NJ 08234 | 609 641 7933 | not provided | not provided | jhartman@sjta.com |
| Austin-Bergstrom International Airport | City of Austin Department of Aviation | AUS | Stephanie Tucker | Manager, Properties | 3600 Presidential Blvd., Suite 411 Austin, Texas 78719 | 512 530 6692 | not provided | 512 530 6853 | stephanie.tucker@austintexas.gov |
| Austin-Bergstrom International Airport | City of Austin Department of Aviation | AUS | Hope Reyes | Airport Property Manager | 3600 Presidential Blvd., Suite 411 Austin, Texas 78719 | 512 530 6692 | not provided | 512 530 6853 | hope.reyes@austintexas.gov |
| Austin-Bergstrom International Airport | City of Austin Department of Aviation | AUS | Julie Herns | Airport Properties Program Manager | 3600 Presidential Blvd., Suite 411 Austin, Texas 78719 | 512 530 6322 | | | julie.herns@austintexas.gov |
| Austin-Bergstrom International Airport | City of Austin Department of Aviation | AUS | Melissa Vidal | Airport Properties Program Manager | 3600 Presidential Blvd., Suite 411 Austin, Texas 78719 | 512 530 2461 | not provided | 512 530 6853 | melissa.vidal@austintexas.gov |
| Baltimore Washington Int'l T-Marshall Airport | Maryland Aviation Administration | BWI | Bruce Rinear | Manager, Noise Section | PO Box 8766 BWI Airport, MD 21240-0766 | 410 859 7813 | not provided | 410 850 4127 | brinear@bwiairport.com |
| Baltimore Washington Int'l T-Marshall Airport | Maryland Aviation Administration | BWI | Patty Hollar | Deputy Director, Office of Commercial Management | PO Box 8766 BWI Airport, MD 21240-0766 | 410 859 7921 | not provided | not provided | phollar@bwiairport.com |
| Baltimore Washington Int'l T-Marshall Airport<br>Baltimore Washington Int'l Marshall Airport | Maryland Aviation Administration<br>Maryland Aviation Administration | BWI<br>BWI | Jasmin M. Erskine<br>Morris E. Williams III<br>Anthony (Tony) P. Caruso Jr. C.M. | Director, Office of Commercial Management<br>Deputy Director, Office of Commercial Management | PO Box 8766 BWI Airport, MD 21240-0766 | 410-859-7071<br>410 859 7036 | 443-794-1788<br>410 718 6844 | 410-850-4127<br>410 850 4127 | JErskine@bwiairport.com<br>mwilliams8@bwiairport.com |
| Bangor International Airport | City of Bangor | BGR | | Airport Director | 287 Godfrey Blvd Bangor, ME 04401 | 207 992 4605 | not provided | 207 945 3907 | tcaruso@flybangor.com |
| Barkley regional Airport | Barkley Regional Airport | PAH | Dennis G. Rousseau | Executive Director | P O Box 32 West Paducah, KY 42650 | 270 744 0521 | 270 559 4849 | 270 744 0522 | dennis@flybarkley.com |
| Bill and Hilary Clinton National Airport | Little Rock Municipal Airport Commission | LIT | Bryan Malinowski | Executive Director | 1 Airport Road Little Rock, AR 72202 | 501 537 1748 | 501 837 7884 | 501 372 0812 | bmalinowski@clintonairport.com |
| Bill and Hilary Clinton National Airport | Little Rock Municipal Airport Commission | LIT | Greg Garner | Mgr, Business and Properties | 1 Airport Road Little Rock, AR 72202 | 501 537 1772 | not provided | 501 372 0812 | ggarner@clintonairport.com |
| Bill and Hilary Clinton National Airport | Little Rock Municipal Airport Commission | LIT | Laura Long | Accountant IV | 1 Airport Road Little Rock, AR 72202 | 501 537 1789 | | 501 372 0812 | llong@clintonairport.com |
| Birmingham-Shuttlesworth International Airport | Birmingham Airport Authority | BHM | Barbara Wright, C.M. | Manager, Capital Finance | 5900 Messer Airport Highway Birmingham, AL 35217 | 205 599 0701 | 205 470 8253 | | bwright@flybirmingham.com |
| Birmingham-Shuttlesworth International Airport | Birmingham Airport Authority | BHM | Korey L. Campbell | Vice President of Finance/CFO | 5900 Messer Airport Highway Birmingham, AL 35212 | 205 599 0509 | 205 290 3039 | | kcampbell@flybirmingham.com |
| Birmingham-Shuttlesworth International Airport | Birmingham Airport Authority | BHM | Ed Segarra | VP of Purchasing | 5900 Messer Airport Highway Birmingham, AL 35212 | 205 599 0703 | 205 332 5702 | | esegarra@flybirmingham.com |
| Birmingham-Shuttlesworth International Airport | Birmingham Airport Authority | BHM | Ingrid Harrison | VP of Properties & Business Development | 5900 Airport Highway Birmingham, AL 35212 | 205 599 0504 | 205 478 9277 | 205 599 0536 | iharrison@flybirmingham.com |
| Bishop International Airport | Bishop International Airport Authority | FNT | Nino Saponi, A.A.E. | Airport Director | 8-3425 W Bristol Road Flint, MI 48507 | 810-234-8037 | 810-730-1347 | | nsaponi@bishopairport.org |
| Bob Hope Airport | Hollywood Burbank Airport | BUR | Scott Kimball, C.M. | Director Business and Properties, Safety and Procurement | 2627 N. Hollywood Way Burbank, CA, 91505 | 818 565 1374 | 818 276 5965 | | jkimball@pur.org |
| Boise Airport | City of Boise Department of Aviation | BOI | Amy Snyder | Airport Property and Contracts Manager | 3201 Airport Way, Suite 1000 Boise, ID 83705-5530 | 208 972 8411 | | 208 343 9887 | asnyder@cityofboise.org |
| Boston-Logan International Airport | Massachusetts Port Authority | BOS | Sal Amico | Aviation Business General Manager | Airport Business Office One Harborside Drive, Suite 200S East Boston, MA 02128 | 617 561 1872 | not provided | 617 561 1881 | samico@massport.com |
| Bradley International Airport<br>Brunswick Golden Isles Airport &<br>St. Simons Island Airport | Connecticut Airport Authority<br>Glynn County Airport Commission | BDL<br>BQK | N/A<br>Tara H. Winslett | General Email for Surveys<br>Airport Properties Manager | Bradley International Airport Terminal A - 2nd Floor - Administration Windsor Locks, CT 06096<br>295 Aviation Parkway, Suite 205 Brunswick, GA 31525 | | | | cwa_airport_onsite_survey@stairports.org<br>Twinsley@flygasairports.com |
| Buffalo Niagara Int'l Airport | | BUF | Stephen Meaney | Manager of Finance & Administration | 4200 Genesee Street Cheektowaga, NY 14225 | 716 630 6132 | 716 310 4828 | 912 270 2506 | stephen_meaney@nfta.com |
| Burlington International Airport | City of Burlington | BTV | Nicolas Longe | Acting Director of Aviation | 1200 Airport Dr., #1 South Burlington, VT 05403 | 802 863 2874 ext. 208 | 802 503 7368 | not provided | nlonge@btv.aero |
| Burlington International Airport | City of Burlington | BTV | Shelby Lester | Director of Transportation | 1200 Airport Dr., #1 South Burlington, VT 05403 | 802 863 2874 | | | slester@btv.aero |
| Burlington International Airport | City of Burlington | BTV | Larry Lackey | Director of Engineering and Environmental Compliance | 1200 Airport Dr., #1 South Burlington, VT 05403 | 802 338 8108 | not provided | 802 863 7947 | llackey@btv.aero |
| Burlington International Airport | City of Burlington | BTV | Gene Richards | Director of Aviation | 1200 Airport Dr., #1 South Burlington, VT 05403 | 802 863 2874 ext. 200 | 802 343 9909 | 802 863 7947 | grichards@btv.aero |
| Burlington International Airport | City of Burlington | BTV | Marie Friedman | Chief Financial Officer | 1200 Airport Dr., #1 South Burlington, VT 05403 | 802 233 4920 | not provided | not provided | mfriedman@btv.aero |
| Cecil Airport and Spaceport | Jacksonville Aviation Authority | VQQ | Matt Boehme, A.A.E. | Director (Interim) | 13355 Simpson Way Jacksonville, FL 32221 | 904 573 1601 | 904 716 3743 | not provided | matt.boehme@cecilairport.com |
| Calgary International Airport | Calgary Airport Authority | YYC | Bryan Tehl | Manager, Commercial & Retail Development | 2000 Airport Road N.E. Calgary, Alberta, Canada T2E 6W5 | 403 735 1298 | 403 471 8205 | 403 735 1281 | bryant@yyc.com |
| Charleston International Airport | Charleston County Aviation Authority | CHS | Emily Ayers | Properties and Contracts Administrator | 500 International Blvd, 101 3rd Floor North Charleston, SC 29418 | 843 767 7010 | not provided | 843 760 3020 | eayers@flychs.com |
| Charlotte Douglas International Airport | | CLT | Jennifer Long | Terminal Concessions Manager | P O Box 19066 Charlotte, NC 28219 | 704 359 4864 | 980 721 9228 | 704 359 4030 | jennifer.long@cltairport.com |
| Charlotte Douglas International Airport | | CLT | Diane Douglas Carter | Commercial Services & Property Manager | P O Box 19066 Charlotte, NC 28219 | 704 359 4630 | 704 302 2451 | 704 359 4950 | diane.carter@cltairport.com |
| Charlotte Douglas International Airport | | CLT | Erin Sanburg | Terminal Concessions Specialist | P O Box 19066 Charlotte, NC 28219 | 704 359 4322 | 704 589 4322 | | erin.sanburg@cltairport.com |
| Charlotte Douglas International Airport | | CLT | Gail Gillies | Terminal Property Manager | P O Box 19066 Charlotte, NC 28219 | 704 359 4864 | 980-214-6868 | 704 359 4950 | gail.gillies@cltairport.com |

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|---|---|---|---|---|---|---|---|---|---|
| Charlotte Douglas International Airport | | CLT | Olivia Clark | Project Manager, Business & Revenue Development | P O Box 19059<br>Charlotte, NC 28219 | 704-359-4065 | not provided | 704 359 4850 | olclark@cltairport.com |
| Charlotte Douglas International Airport | | CLT | Brendon Washburn | | | | | | |
| Chicago O'Hare International Airport | Chicago Department of Aviation | ORD | Glen Rymiewski | Assistant Commissioner of Concessions & Customer Service | 10510 W. Zemke Rd. Chicago, IL 60666 | 773 686 3736 | 773 208 6854 | 773 686 8232 | glen.rymiewski@cityofchicago.org |
| Chicago O'Hare International Airport | Chicago Department of Aviation | ORD | Noretta Watson | Projects Administrator, Concessions | 10511 W. Zemke Rd. Chicago, IL 60666 | 773 894 3321 | 312 446 5328 | 773 462 1902 | noretta.watson@cityofchicago.org |
| Chicago O'Hare International Airport | Chicago Department of Aviation | ORD | Ms. Chans Tripplet | Deputy of Real Estate | 10512 W. Zemke Rd. Chicago, IL 60666 | 773 686 3748 | | 773 686 8232 | chans.tripplet@cityofchicago.org |
| Chicago Rockford International Airport | Chicago Rockford Airport Authority | RFD | Michelle Cassara | Chief Financial Officer | 60 Airport Drive<br>Rockford, IL 61109-2902 | 815 969 4445 | 815 289 8395 | 815 968 4001 | Scassara@FlyRFD.com |
| Cincinnati/Northern Kentucky International Airport | Cincinnati Northern Kentucky International Airport | CVG | Dave Kellerman | Senior Manager Concessions | Kenton County Airport Board 2939 Terminal Drive Hebron, KY 41048 | 859 767 4718 | 859 743 5642 | 859 767 4715 | dkellerman@cvgairport.com |
| Cincinnati/Northern Kentucky International Airport | Cincinnati Northern Kentucky International Airport | CVG | Rich Elwell | Director Commercial Management | P O Box 752000<br>Cincinnati, OH 45275-2000 | 859 767 8219 | 859 512 6954 | not provided | relwell@cvgairport.com |
| Cincinnati/Northern Kentucky International Airport | Cincinnati Northern Kentucky International Airport | CVG | Archie Carver | Property Manager | P O Box 752000<br>Cincinnati, OH 45275-2000 | 859 767 4820 | | | acarver@cvgairport.com |
| Cleveland Hopkins International Airport<br>Cleveland Burke Lakefront Airport<br>Cleveland Hopkins International Airport | Cleveland Airport System | CLE/BKL | Bill Mullins | Ground Transportation Mgr | P O Box 81009<br>Cleveland, OH 44181-0009<br>5300 Riverside Drive | 216 265 6088 | not provided | 216 265 6088 | bmullins@clevelandairport.com |
| Cleveland Burke Lakefront Airport<br>Cleveland Hopkins International Airport | Cleveland Airport System | CLE/BKL | Paul Harris | Concessions and Properties Manager | Cleveland, OH 44181-0009<br>5301 Riverside Drive | 216 265 3378 | 216 857 7822 | 216 265 6022 | pharris@clevelandairport.com |
| Cleveland Burke Lakefront Airport | Cleveland Airport System | CLE/BKL | Ayanna Donald | Chief, Commercial Services | Cleveland, OH 44181-0009<br>2250 Airport Blvd, Suite 10 | | | | ADonald@clevelandairport.com |
| Columbia Metropolitan Airport | | CAE | Lindsay Parks | Properties Manager | West Columbia, SC 29170<br>P O Box 619428 | 803 822 7838 | | 803 822 5141 | l.parks@flycae.com |
| Dallas Fort Worth International Airport | | DFW | Michael Baldwin | Assistant Vice President | DFW Airport, TX 75261-9428<br>P O Box 619428 | 972 973 4825 | 972 948 3343 | 972 973 4821 | mbaldwin@dfwairport.com |
| Dallas Fort Worth International Airport | | DFW | Melissa Perry | Real Estate Project Manager | DFW Airport, TX 75261-9428<br>P O Box 619428 | 972 973 4681 | not provided | not provided | mperry@dfwairport.com |
| Dallas Fort Worth International Airport | | DFW | Sue Kunze | Lease & Property Manager | DFW Airport, TX 75261-9428<br>City of Dallas, Aviation Dept<br>Administration Division Love | 972 973 4653 | 817 455 4484 | not provided | skunze@dfwairport.com |
| Dallas Love Field | | DAL | Robert Mintle | Concessions Group Manager | Field Terminal Building 8008 Herb Kelleher Way, LB18 Dallas, TX 75235 | 214 670 6087 | not provided | 214 670 6051 | robert.mintle@dallascityhall.com |
| Dane County Regional Airport | | MSN | Kimberly Jones | Airport Director | 4000 International Lane<br>Madison, WI 53704 | 608 246 3390 | not provided | 608 246 3385 | jones.kimberly@msnairport.com |
| Dane County Regional Airport | | MSN | Gene Meyers | Executive Deputy Airport Director | 4000 International Lane<br>Madison, WI 53704 | 608 246 3381 | | 608 246 3385 | Meyers.Gene@msnairport.com |
| Dayton International Airport | | DAY | Deana Kitchens | Airport Business Manager | 3600 Terminal Dr., Suite 300<br>Vandalia, OH 45377 | 937 454 8217 | 662 755 7003 | | dkitchens@flydayton.com |
| Denver International Airport | | DEN | Don Schuiter | Tenant Facilities Mgr | 8500 Pena Blvd Denver, CO 80249 | 303 342 2529 | 303 513 6274 | 303 342 2525 | don.schuiter@flydenver.com |
| Denver International Airport | | DEN | Pamela Dechant | Director, Concessions | 8500 Pena Boulevard, RM 8870<br>Denver, CO 80249 | 303 342 2557 | 720 480 6342 | not provided | pamela.dechant@flydenver.com |
| Denver International Airport | | DEN | Brandon Sowers | Concessions Manager | 8500 Pena Boulevard, RM 8870<br>Denver, CO 80249 | not provided | not provided | not provided | brandon.sowers@flydenver.com |
| Denver International Airport | | DEN | James Kim | Concessions Manager | 8500 Pena Boulevard, RM 8870<br>Denver, CO 80249 | not provided | not provided | not provided | james.kim@flydenver.com |
| Denver International Airport | | DEN | Rueben Richardson | Concessions Manager | 8500 Pena Boulevard, RM 8870<br>Denver, CO 80249 | not provided | not provided | not provided | rueben.richardson@flydenver.com |
| Denver International Airport | | DEN | Kate Halbert | Concessions Manager | 8501 Pena Boulevard, RM 8870<br>Denver, CO 80249 | not provided | not provided | not provided | kate.halbert@flydenver.com |
| Detroit Metropolitan Wayne County Airport | Wayne County Airport Authority | DTW | Christine Undermuth | Director, Concessions & Quality Assurance | 11050 Rogell Drive, Bldg#602<br>Detroit, MI 48242 | 734 942 3563 | 313 590 7448 | 734 247 3682 | Christine.Undermuth@wcaa.us |
| Detroit Metropolitan Wayne County Airport | Wayne County Airport Authority | DTW | Staci Saker | Deputy Dir., Concessions & Quality Assurance | 11050 Rogell Drive, Bldg#602<br>Detroit, MI 48242 | 734 955 8782 | 248 494 1470 | N/A | staci.saker@wcaa.us |
| Detroit Metropolitan Wayne County Airport<br>Dwight D. Eisenhower National Airport | Wayne County Airport Authority<br>Wichita Airport Authority | DTW<br>ICT | Elaine Trapatsons<br>Jesse R. Romo, A.A.E. | Manager, Concession Performance<br>Director of Airports | 11050 Rogell Drive, Bldg#602<br>Detroit, MI 48242<br>2173 Air Cargo Rd. Wichita, KS 67209 | 734 247 7080<br>316 946 4701 | | N/A<br>316 268 4244 | elaine.trapatsons@wcaa.us<br>jromo@wichita.gov |
| Dwight D. Eisenhower National Airport | Wichita Airport Authority | ICT | Traci Nichols | Properties & Contracts Mgr | 2277 Eisenhower Airport Parkway<br>Wichita, KS 67209 | 316 946 4712 | not provided | 316 946 4793 | tnichols@wichita.gov |
| Dwight D. Eisenhower National Airport | Wichita Airport Authority | ICT | Belinda Dome | Properties & Contracts Analyst | 2277 Eisenhower Airport Parkway<br>Wichita, KS 67209 | 316 946 4704 | not provided | 316 946 4793 | bdome@wichita.gov |
| Edmonton International Airport | Edmonton Regional Airports Authority | YEG | Daphne Shelton | Director, Concessions Development | 1, 1000 Airport Road Edmonton Intl<br>Edmonton Alberta Canada, T5E 0V3 | 780 890 3905 | | 780 890 8215 | dshelton@flyyeg.com |
| Edmonton International Airport | Edmonton Regional Airports Authority | YEG | Megan Horne | Manager, Concessions Development | 1, 1000 Airport Road Edmonton Intl<br>Edmonton Alberta Canada, T5E 0V3 | 780 890 3916 | | 780 890 8215 | mhorne@flyyeg.com |
| Edmonton International Airport | Edmonton Regional Airports Authority | YEG | Myron Keehn | VP Air Service & Business Development | 1, 1000 Airport Road Edmonton Intl<br>Edmonton Alberta Canada, T5E 0V3 | 780 890 8729 | | 780 890 8215 | mkeehn@flyeia.com |
| Eppley Airfield | Omaha Airport Authority | OMA | Stan Kalkhof | Chief Financial Officer | 4501 Abbott Drive, Suite 2300<br>Eppley Airfield, Omaha, NE 68110 | 402 661 8030 | not provided | 402 661 8025 | stan.kalkhof@flyoma.com |
| Eppley Airfield | Omaha Airport Authority | OMA | Jason Snowden | Chief Commercial Officer | 4502 Abbott Drive, Suite 2300<br>Eppley Airfield, Omaha, NE 68110 | 402 661 8031 | not provided | 402 661 8026 | jason.snowden@flyoma.com |
| Eppley Airfield | Omaha Airport Authority | OMA | Casey Schapmann | Senior Accounting Manager | 4503 Abbott Drive, Suite 2300<br>Eppley Airfield, Omaha, NE 68110 | 402 661 8002 | not provided | 402 661 8027 | casey.schapmann@flyoma.com |
| Fort Lauderdale-Hollywood International Airport | Broward County Aviation Department | FLL | Dave Flaherty | Assistant Director Business & Concessions | 320 Terminal Dr. Suite 200 Fort Lauderdale, FL 33315 | 954 359 7209 | 954 498 1916 | 954 359 1331 | dflaherty@broward.org |
| Fort Lauderdale-Hollywood International Airport | Broward County Aviation Department | FLL | Yasmi Govin | Dir., Business & Properties Mgt | 320 Terminal Dr. Suite 200 Fort Lauderdale, FL 33315 | 954 359 6145 | not provided | 954 359 1331 | ygovin@broward.org |
| Fort Lauderdale-Hollywood International Airport | Broward County Aviation Department | FLL | Luanne Andreas | Aviation Business Manager | 320 Terminal Dr. Suite 200 Fort Lauderdale, FL 33315 | 954 359 6103 | 954 873 2423 | 954 359 5656 | landreas@broward.org |
| Fort Lauderdale-Hollywood International Airport | Broward County Aviation Department | FLL | Michael Dougherty | Aviation Business Manager | 320 Terminal Dr. Suite 200 Fort Lauderdale, FL 33315 | 954 359 1388 | 954 498 1916 | 954 359 1331 | mdougherty@broward.org |
| Fort Lauderdale-Hollywood International Airport | Broward County Aviation Department | FLL | Tony Munoz | Sr. Project Coordinator, Rental Car Center | 320 Terminal Dr. Suite 200 Fort Lauderdale, FL 33315 | 954 359 2330 | 954 299 2174 | 954 359 1331 | amunoz@broward.org |
| Fort Wayne Airport | Fort Wayne - Allen County Airport Authority | FWA | Laura Hakes | Purchasing Manager | 3801 W. Ferguson Road, Suite 209<br>Fort Wayne, IN 46809 | 260 448 9430 | not provided | 260 747 7162 | hakes@fwairport.com |
| Fresno Yosemite International Airport | City of Fresno Airports Department | FAT | Brittney Vargas | Airports Property Supervisor | 4995 E Clinton Way<br>Fresno, CA 93727-1525 | 559-621-4511 | 559 408 8273 | not provided | Brittney.Vargas@fresno.gov |
| Fresno Yosemite International Airport | City of Fresno Airports Department | FAT | Marcos Ayala | Airports Property Specialist II | 4995 E Clinton Way<br>Fresno, CA 93727-1525 | 559-621-4549 | 559 970 7895 | not provided | Marcos.Ayala@fresno.gov |
| Fresno Yosemite International Airport | City of Fresno Airports Department | FAT | Michael Vasquez | Airports Property Supervisor | 4995 E Clinton Way<br>Fresno, CA 93727-1525 | 559-621-4540 | 559 317 5759 | not provided | Michael.Vasquez@fresno.gov |
| Fresno Yosemite International Airport | City of Fresno Airports Department | FAT | Melissa Garza-Perry | Airports Property Manager | 4995 E Clinton Way<br>Fresno, CA 93727-1525 | 559-621-4531 | 559 240 9576 | not provided | melissa.garzaperry@fresno.gov |
| Gainesville Regional Airport | | GNV | Lynn Noffsinger | Grants & Contracts Administrator | 3880 NE 39th Avenue, Suite A<br>Gainesville, FL 32609 | 352 373 0249 | not provided | 352 374 3688 | lynn.noffsinger@flygainesville.com |

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|---|---|---|---|---|---|---|---|---|---|---|
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | Walt Gray | Commercial Development - Parking Director | 16930 John F. Kennedy Blvd Houston, TX 77032 | | 281 233 1741 | 281 731 5867 | 281 233 1564 | walt.gray@houstontx.gov |
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | Libby Hurley | Assistant Director vs Terminal Sales | 18231 John F. Kennedy Blvd Houston, TX 77032 | | 281 233 1608 | 346 435 8641 | | libby.hurley@houstontx.gov |
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | Jana Kerr | Assistant Mgr - Concessions | 16930 John F. Kennedy Blvd Houston, TX 77032 | | 281 233 1613 | not provided | 281 233 1564 | carleen.kerr@houstontx.gov |
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | Andjelka Sljivgovic | Concessions Contract Administrator & Management Analyst | 16930 John F. Kennedy Blvd Houston, TX 77032 | | 281 233 1825 | not provided | 281 233 1562 | andjelka.sljivgovic@houstontx.gov |
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | Mark C. McMullen, CPM | Assistant Manager-Concessions Passenger & Transportation Services Commercial Development | 16930 John F. Kennedy Blvd Houston, TX 77032 | | 281 233 1569 | 832 428 7775 | 281 233 1564 | mark.mcmullen@houstontx.gov |
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | Aleks Mrasovic | Real Estate Development Manager | 16930 John F. Kennedy Blvd Houston, TX 77032 | | 281 233 1618 | 281 498 6136 | 281 233 1564 | aleks.mrasovic@houstontx.gov |
| Gerald R. Ford International Airport | Gerald Ford International Airport Authority | GRR | Alex Peric | VP & COO | 5500 44th Street | Grand Rapids, Michigan 49512 | 616 233 6050 | not provided | 616 233 6025 | aperic@grr.org |
| Greater Rochester International Airport (Frederick Douglass) | Monroe County | ROC | Maryanne Fedison | Aviation Finance Administrator | 1200 Brooks Ave Rochester, NY 14624 | | 585 753 7012 | not provided | 585 753 7008 | mfedison@monroecounty.gov |
| Greater Rochester International Airport (Frederick Douglass) | Monroe County | ROC | Stephanie Lucania | Grant & Contract Manager | 1200 Brooks Ave Rochester, NY 14624 | | 585 753 7155 | not provided | 585 753 7008 | slucania@monroecounty.gov |
| Greater Rochester International Airport (Frederick Douglass) | Monroe County | ROC | Andrew G. Moore | Deputy Director of Aviation | 1200 Brooks Ave Rochester, NY 14624 | | 585 753 7108 | not provided | 585 753 7008 | amoore@monroecounty.gov |
| Greenville-Spartanburg International Airport | Greenville-Spartanburg Airport Commission | GSP | Mimi Thomas | Business Development Specialist | 2000 GSP Drive, Suite 1 Greer, SC 29651 | | 864 848 6212 | | | mthomas@gspairport.com |
| Greenville-Spartanburg International Airport | Greenville-Spartanburg Airport Commission | GSP | Carlos Ruiz | Director- Commercial Business | 2000 GSP Drive, Suite 1 Greer, SC 29651 | | 864 848 6208 | | | cruiz@gspairport.com |
| Greenville-Spartanburg International Airport | Greenville-Spartanburg Airport Commission | GSP | Michael Farman | Special Projects Specialist & Assistant Emergency Area Compliance Coordinator | 2000 GSP Drive, Suite 1 Greer, SC 29651 | | 864 848 6282 | | | mfarman@gspairport.com |
| Greenville-Spartanburg International Airport | Greenville-Spartanburg Airport Commission | GSP | Scott C. Carr | Director-Properties & Development | 2000 GSP Drive, Suite 1 Greer, SC 29651 | | 864 848 6222 | not provided | 864 848 6225 | scarr@gspairport.com |
| Gulfport-Biloxi International Airport | Gulfport-Biloxi Regional Airport Authority | GPT | Don Shapley | Director of Planning & Business Development | 14035-L Airport Road MS 39503 | Gulfport | 228 863 5353, ext. 3011 | | 228 863 5853 | dshapley@flygpt.com |
| Halifax Stanfield International Airport | Halifax International Airport Authority | YHZ | Jo-Anne McLean | Director Air Service & Airport Experience | 1 Bell Boulevard Halifax, Nova Scotia B2T 1K2 CANADA | | | | | joanne.mclean@hiaa.ca |
| Harrisburg International Airport | Susquehanna Area Regional Airport Authority | MDT | Marshall Stevens | Deputy Executive Dir | One Terminal Drive, Suite 300 Middletown, PA 17057 | | 717 948 3900 ext 4702 | not provided | 717 948 3970 | marshalls@flymdt.org |
| Harrisburg International Airport | Susquehanna Area Regional Airport Authority | MDT | Michael Meskal | Deputy Director of Finance & Administration | One Terminal Drive, Suite 300 Middletown, PA 17057 | | 717 948 3900 ext. 4627 | not provided | not provided | mmeskal@flymdt.org |
| Harrisburg International Airport | Susquehanna Area Regional Airport Authority | MDT | Anesa Metzger | Property Manager | One Terminal Drive, Suite 300 Middletown, PA 17057 | | 717 948 3900 ext. 4633 | not provided | not provided | anesa.metzger@flymdt.org |
| Hartsfield-Jackson Atlanta International Airport | City of Atlanta | ATL | Fern McCoy | Airport Real Estate Manager Department of Aviation | 6000 North Terminal Parkway, Atrium Suite 4000, Atlanta, GA 30320 | | 404 382 2396 | | | fern.mccoy@atl.com |
| Hays Regional Airport | City of Hays | HYS | Jamie Salter | Airport Director | 3950 E 8th Street, Hays, KS 67601 | | 785 628 7370 | | | jsalter@hayske.com |
| Herlong Recreational Airport | Jacksonville Aviation Authority | HEG | Rolf Kaechmann | Director, General Aviation | 14201 Pecan Park Road Jacksonville, FL 32218 | | 904 741 9071 | not provided | 904 781 9851 | rolf.kaechmann@flyjacksonville.com |
| Herlong Recreational Airport | Jacksonville Aviation Authority | HEG | Paul Garrity | Manager Properties | 14201 Pecan Park Road Jacksonville, FL 32218 | | 904 741 2177 | not provided | 904 741 2011 | paul.garrity@flyjacksonville.com |
| Honolulu International Airport (Kahului Airport, Lihue Airport, Kona International Airport, Hilo International Airport) | State of Hawaii Dept. of Transportation Airports Division | HNL | Ross Smith | Property Management and Land Acquisition Supervisor | 400 Rodgers Blvd., Suite 700 Honolulu, Hawaii 96819-1880 | | 808 838 8678 | 808-265-5266 | 808 838 8753 | ross.smith@hawaii.gov |
| Indianapolis International Airport | Indianapolis Airport Authority | IND | Eric Anderson | Director-Properties | 7800 Col. H. Weir Cook Memorial Dr., Suite 700, Indianapolis, IN 46241 | | 317-487-5135 | 317 339 0782 | not provided | eanderson@ind.com |
| Indianapolis International Airport | Indianapolis Airport Authority | IND | Marsha Stone | Sr. Director of Commercial Enterprise | 7800 Col. H. Weir Cook Memorial Dr., Suite 100, Indianapolis, IN 46241 | | 317 487 5061 | 317 872 5217 | not provided | mstone@ind.com |
| Indianapolis International Airport | Indianapolis Airport Authority | IND | David Shaw | Director of Concessions & Air Service | 7800 Col. H. Weir Cook Memorial Dr., Suite 100, Indianapolis, IN 46241 | | 317 487 5010 | 317 825 5848 | 317 487 5134 | dshaw@ind.com |
| Indianapolis International Airport | Indianapolis Airport Authority | IND | Jason Peltzer | Concessions Operations Manager | 7800 Col. H. Weir Cook Memorial Dr., Suite 100, Indianapolis, IN 46241 | | 317 487 5036 | 317 829 4750 | 317 487 5134 | jpeltzer@ind.com |
| Indianapolis International Airport | Indianapolis Airport Authority | IND | Mandy Royston | Concessions Operations Coordinator | 7800 Col. H. Weir Cook Memorial Dr., Suite 100 Indianapolis, IN 46241 | | 317 487 5281 | 317 556 7264 | | mroyston@ind.com |
| Jackson-Medgar Wiley Evers International Airport | Jackson Municipal Airport Authority | JAN | Chad Parker | Properties Manager | 100 International Drive, Suite 300 Jackson, MS 39208-6106 | | | | | cparker@jmaa.com |
| Jacksonville International Airport | Jacksonville Aviation Authority | JAX | Nancy Cooper | Manager, Parking & Ground Transportation | 14201 Pecan Park Road Jacksonville, FL 32218 | | 904 741 3825 | not provided | 904 741 2011 | nancy.cooper@flyjacksonville.com |
| Jacksonville International Airport | Jacksonville Aviation Authority | JAX | Jeffrey Taylor | Sr. Properties Administrator | 14201 Pecan Park Road Jacksonville, FL 32218 | | 904 741 2062 | not provided | 904 741 2345 | jeffrey.taylor@flyjacksonville.com |
| Jacksonville International Airport | Jacksonville Aviation Authority | JAX | Jay Cunio | Chief Development Officer | 14201 Pecan Park Road Jacksonville, FL 32218 | | 904 741 2004 | not provided | 904 741 2011 | jay.cunio@flyjacksonville.com |
| Jacksonville International Airport | Jacksonville Aviation Authority | JAX | Blake Myregaard | Properties Administrator | 14201 Pecan Park Road Jacksonville, FL 32218 | | 904 741 2043 | not provided | 904 741 2011 | blake.myregaard@flyjacksonville.com |
| John Wayne Airport | Orange County | SNA | David Pfeiffer | Deputy Airport Director, Business Development | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5291 | not provided | not provided | dpfeiffer@ocair.com |
| John Wayne Airport | Orange County | SNA | Sheryl Bisogno | RPA II, Asset Manager, Business Development | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5075 | not provided | not provided | sbisogno@ocair.com |
| John Wayne Airport | Orange County | SNA | Kelia Billante | RPA III, Asset Manager, Business Development | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5230 | not provided | not provided | kbillante@ocair.com |
| John Wayne Airport | Orange County | SNA | Jessica Dixon | RPA III, Asset Manager, Business Development | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5228 | not provided | not provided | jdixon@ocair.com |
| John Wayne Airport | Orange County | SNA | Evanna Barsic | Real Estate Manager, Airlines, General Aviation and Ground Transportation | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5232 | not provided | not provided | ebarsic@ocair.com |
| John Wayne Airport | Orange County | SNA | Amy Goethals | Real Estate Manager-Concessions, Services, and Advertising | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5030 | not provided | not provided | agoethals@ocair.com |
| John Wayne Airport | Orange County | SNA | Mark Benson | RPA III- Asset Manager, Business Development | 3160 Airway Avenue Costa Mesa, CA 92626 | | 949 252 5233 | not provided | not provided | mbenson@ocair.com |
| Kalamazoo/Battle Creek International Airport | Kalamazoo County | AZO | Megan Vassard | Intern | 5235 Portage Road Kalamazoo, MI 49002 | | 269 388 3868 ext 3003 | not provided | not provided | avrtl@kalcounty.com |
| Kansas City International Airport | Kansas City Aviation Department | MCI | Steve Skorepa | Sr Properties Specialist, Commercial Development | Commercial Development 901 Brasilia Avenue MO 64153 | Kansas City, | 816 243 3048 | not provided | | steve.skorepa@kcmo.org |
| Kelly Field | Port Authority of San Antonio | SKF | John O' Connor | Project Manager | 907 Billy Mitchell Blvd San Antonio TX 78226 | | 210 362 7882 | 210 324 9539 | 210 362 7807 | john.oconnor@portsanantonio.us |
| Kelly Field | Port Authority of San Antonio | SKF | Marcus Johnson | Business Development Manager | 907 Billy Mitchell Blvd San Antonio TX 78226 | | 210 362 7830 | not provided | 210 362 7807 | marcus.johnson@portsanantonio.us |
| Kenai Municipal Airport | | ENA | Erica Brincefield | Assistant to Airport Manager | 305 N. Willow St., Ste. 200 Kenai, AK 99611 | | 907 283 8281 | not provided | 907 283 3737 | ebrincefield@kenai.city |
| Kenai Municipal Airport | | ENA | Elland Conway | Airport Manager | 305 N. Willow St., Ste. 200 Kenai, AK 99611 | | 907 283 8281 | not provided | 907 283 3737 | econway@kenai.city |
| Lambert-St. Louis International Airport | City of St. Louis | STL | Robert C. Sellarine | Airport Properties Division Manager | P.O. Box 10212 Lambert St. Louis, MO 63145 | St | 314 426 8178 | 314 914 7040 | not provided | rsellarine@flystl.com |
| Lambert-St. Louis International Airport | City of St. Louis | STL | Liz Smart | Concessions Specialist | P.O. Box 10212, Lambert Station 10701 Lambert International Blvd St. Louis, MO 63145 | | 314 426 8033 | | 314 426 8075 | esmart@flystl.com |

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|---|---|---|---|---|---|---|---|---|---|
| St. Louis Lambert International Airport | City of St. Louis | STL | Ryan Stoffel | Airport Properties Supervisor | P.O. Box 10212, Lambert Station 10701 Lambert International Blvd St. Louis, MO 63145 | 314 426 8033 | not provided | 314 426 8076 | rstoffel@flystl.com |
| Lawton-Ft. Sill Regional Airport | | | Barbara McNally | Airport Mgr | 3401 South 11th Street, P.O. Box 531 Lawton, Oklahoma 73502 | 580 353 4868 x302 | not provided | 580 250 1130 | barbara@flylawton.org |
| Lebanon Municipal Airport | City of Lebanon | LEB | Carl Gross A.A.E. | Airport Manager | 5 Airpark Road West Lebanon, NH 03784 | 603-298-8878 | 603-676-1193 | 603 298 5845 | carl.gross@lebanonnh.gov |
| Los Angeles International Airport | Los Angeles World Airports | LAX | Vimal Patel | Senior Management Analyst - Concessions Group | 6053 W. Century Blvd., Suite 400 Los Angeles, CA 90045 | 424 646 7233 | 310 877 2149 | not provided | vpatel@lawa.org |
| Los Angeles International Airport | Los Angeles World Airports | LAX | Denise Semple | Managing Director - Commercial Development Group | P.O. Box 92216, Los Angeles, CA 90009-2216 | 424 646 5164 | 310 880 5406 | not provided | dsemple@lawa.org |
| Los Angeles International Airport | Los Angeles World Airports | LAX | Dave Jones | Director- Airline Property and Concession Services | P.O. Box 92216, Los Angeles, CA 90009-2216 | 424 646 5284 | 310 877 1350 | not provided | djones@lawa.org |
| Los Angeles International Airport | Los Angeles World Airports | LAX | Georginnah Nevarrete | Director of Concessions | P.O. Box 92216, Los Angeles, CA 90009-2216 | 424 646 7240 | 310 481 8673 | not provided | gnevarrete@lawa.org |
| Louis Armstrong New Orleans International Airport | | MSY | Allyson Ogles | Concessions and Terminal Properties Manager | P.O. Box 20007 New Orleans, Louisiana 70141 | 504 303 7558 | not provided | 504 485 1284 | allyson@flymsy.com |
| Louis Armstrong New Orleans International Airport | | MSY | Louis Hubbard | Concessions Management | P.O. Box 20007 New Orleans, Louisiana 70141 | 504 303 7517 | | 504 417 0063 | louish@flymsy.com |
| Louis Armstrong New Orleans International Airport | | MSY | Eric Friedman | Concessions Management | P.O. Box 20007 New Orleans, Louisiana 70141 | 504 303 7780 | not provided | 504 468 6335 | ericf@flymsy.com |
| Louis Armstrong New Orleans International Airport | | MSY | Kristina M. Bennett-Holmes | Deputy Director of Business Development | P.O. Box 20007 New Orleans, Louisiana 70141 | 504 303 7750 | 504 417 1418 | 504 303 7568 | kristin@flymsy.com |
| Louis Armstrong New Orleans International Airport | | MSY | Michele C. Wilcut | Deputy Director and Chief Customer Service Officer | P.O. Box 20007 New Orleans, Louisiana 70141 | 504 303 7552 | 504 828 0250 | not provided | michelle@flymsy.com |
| Louis Armstrong New Orleans International Airport | | MSY | Shay M. Douglas | Airport Leasing Agent | P.O. Box 20007 New Orleans, Louisiana 70141 | 504 303 7585 | 504 402-0114 | not provided | shayd@flymsy.com |
| Louis Armstrong New Orleans International Airport | | MSY | Steve Gauques | Manager-Business Development | P.O. Box 20007 New Orleans, Louisiana 70142 | 504 303 7749 | | | steveg@flymsy.com |
| Louisville Muhammad Ali International Airport | Louisville Regional Airport Authority | SDF | Cameron Sidor | Properties Supervisor | 700 Administration Drive Louisville, KY 40209-1537 | 502 363 8510 | 502 750 6398 | not provided | cameron.sidor@flylouisville.com |
| Louisville Muhammad Ali International Airport | Louisville Regional Airport Authority | SDF | Adam Thomas | Director of Properties | 700 Administration Drive Louisville, KY 40209-1537 | 502 363 8508 | 502 582 9947 | not provided | adam.thomas@flylouisville.com |
| Manhattan Regional Airport | City of Manhattan | MHK | Brandon Kaczor | Airport Director | 5500 Skyway Drive, Suite 120 Manhattan, KS 66502 | 785 587 4587 | 785-231-0437 | | bkaczor@cityofmhk.com |
| Manhattan Regional Airport | City of Manhattan | MHK | Kim Boice | Administrative Office Manager | 5500 Skyway Drive Suite 120 Manhattan KS 66502 | 785 587 4597 | | | boice@cityofmhk.com |
| McCarran-Las Vegas International Airport | Clark County | LAS | SundeyLee Cabrera | Airport Property Manager | 5757 Wayne Newton Blvd Las Vegas NV 89119 P.O. Box 11005 Las Vegas, NV 89111 | 702 261 5241 | 702 249 3552 | 702 261 5050 | sundey@mccarran.com |
| McCarran-Las Vegas International Airport | Clark County | LAS | Amy Shaw | Manager, Commercial & Business Development, Concessions, Rental Car Center, DBE | 5757 Wayne Newton Blvd Las Vegas NV 89119 P.O. Box 11005 Las Vegas, NV 89111 | 702 261 5123 | | 702 261 5050 | amys@mccarran.com |
| McCarran-Las Vegas International Airport | Clark County | LAS | Mary-Frances Alonzo | Aviation Affairs Manager | 5758 Wayne Newton Blvd Las Vegas NV 89119 P.O. Box 11005 Las Vegas, NV 89111 | 702 261 5083 | | | maryfrances@mccarran.com |
| McCarran-Las Vegas International Airport | Clark County | LAS | Phillip Dillmer | Aviation Affairs Manager | 5758 Wayne Newton Blvd Las Vegas NV 89119 P.O. Box 11005 Las Vegas, NV 89111 | 702 261 4224 | 702 401 5889 | 702 261 5050 | phillipd@mccarran.com |
| McGhee Tyson Airport | Metropolitan Knoxville Airport Authority | TYS | Mihai Smighelschi | Dir. of Properties | P.O. Box 15600 Knoxville, TN 37901 | 865 342 3011 | 865 740 2200 | 865 342 3050 | smig@tys.org |
| Memphis International Airport | Memphis-Shelby County Airport Authority | MEM | Jason McBride C.M. | Director of Properties | 2491 Winchester Road, Suite 113 Memphis, TN 38116 | 901 922 8056 | not provided | not provided | jmcbride@flymemphis.com |
| Memphis International Airport | Memphis-Shelby County Airport Authority | MEM | Polly McClure | Manager of Properties/Concessions | 2491 Winchester Road, Suite 113 | Mer 901 922 8550 | not provided | not provided | pmcclure@flymemphis.com |
| Memphis International Airport | Memphis-Shelby County Airport Authority | MEM | Properties Dept | General Email for Surveys | 2491 Winchester Road, Suite 113 | Mer none | not provided | not provided | properties@flymemphis.com |
| Memphis International Airport | Memphis-Shelby County Airport Authority | MEM | Scott Schroeder | Interim Manager-Properties | 2491 Winchester Road, Suite 113 Memphis, TN 38116 | 901 922 8056 | not provided | not provided | Scotts@MSCAA.com |
| Miami International Airport | Miami-Dade Aviation Department | MIA | Denise Bercaitz | Senior Aviation Property Manager | P.O. Box 025504 Miami, FL 33102-5504 | 305 876 7720 | | 305 876 7748 | dbercaitz@miami-airport.com |
| Milwaukee Mitchell International Airport | Milwaukee County | MKE | Jamie Kusmirek | Properties Specialist | 5300 South Howell Avenue Milwaukee, WI 53207 | 414 747 5723 | | | jkusmirek@mitchellairport.com |
| Milwaukee Mitchell International Airport | Milwaukee County | MKE | Matt Hoffman | Director Business & Commercial Development | 5300 South Howell Avenue Milwaukee, WI 53207 | 414 747 5750 | | | mhoffman@mitchellairport.com |
| Milwaukee Mitchell International Airport | Milwaukee County | MKE | Ian Theiche | Properties and Concessions Manager | 5300 South Howell Avenue Milwaukee, WI 53207 | 414 747 5315 | | | itheiche@mitchellairport.com |
| Minneapolis/St. Paul International Airport | Metropolitan Airports Commission | MSP | Jay Noseworthy | Manager, Concession Operations | 4300 Glumack Drive, Room 3129B Saint Paul, MN 55111 | 612 726 8157 | not provided | 612 726 5527 | jay.noseworthy@mspmac.org |
| Minneapolis/St. Paul International Airport | Metropolitan Airports Commission | MSP | Anne Seddon | Manager, Concession & Business Development | 4300 Glumack Drive, Room 3129B Saint Paul, MN 55111 | 612 784 4510 | not provided | 612 726 5527 | anne.seddon@mspmac.org |
| Minneapolis/St. Paul International Airport | Metropolitan Airports Commission | MSP | Eric Johnson | Dir Commercial Mgmt & Airline Affairs | 6040 28th Ave., South Minneapolis, MN 55450 | 612 726 8322 | 612 916 0325 | 612 970 9500 | eric.johnson@mspmac.org |
| Minneapolis/St. Paul International Airport | Metropolitan Airports Commission | MSP | Isabelle Shewe | Assistant Director, Concession & Business Development | 4300 Glumack Drive, Room 3129B Saint Paul, MN 55111 | 612 467 0511 | not provided | 612 726 5527 | isabelle.shewe@mspmac.org |
| Minneapolis/St. Paul International Airport | Metropolitan Airports Commission | MSP | Jake Anderson | Manager, Contracts & Proposals | 4301 Glumack Drive, Room 3129B Saint Paul, MN 55111 | 612 713 8758 | not provided | 612 726 5527 | jake.anderson@mspmac.org |
| Minot International Airport | City of Minot | MOT | Mario Romanick | Airport Services Coordinator | 399 Airport Road Suite 216 Minot, ND 58703 | 701 420 4503 | not provided | 701 857 4710 | mario.romanick@minotnd.org |
| Mobile Regional Airport | Mobile Airport Authority | MOB | Jennifer Sheaffer | Director of Aviation | P.O. Box 85004 6400 Airport Blvd Mobile, AL 36608-00004 | 251-639-4697 | | 251-639-7437 | jsheaffer@mobairport.com |
| Myrtle Beach International Airport | Horry County | MYR | Lauren Wehrung | Air Services & Business Analyst | 1100 Jetport Road Myrtle Beach, SC 29577 | 843 848 7485 | not provided | 843 626 8098 | wehrungl@horrycounty.org |
| Myrtle Beach International Airport | Horry County | MYR | Ryan Bezdner | Director of General Aviation and Properties | 1100 Jetport Road Myrtle Beach, SC 29577 | 843 839 7368 | 843 685 3221 | not provided | bezdnerr@horrycounty.org |
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Paige Lautenbach | Manager Real Estate | MNAA, Commercial Development 140 BNA Park Dr. Suite 520 Nashville, TN 37216 | 615 275 1644 | not provided | not provided | Paigel.lautenbach@FlyNashville.com |
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Carol Lacien | Senior Commercial Development Specialist | MNAA, Commercial Development 140 BNA Park Dr. Suite 520 Nashville, TN 37217 | 615 275 1520 | not provided | not provided | carol.lacien@flynashville.com |
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Tim Sullivan C.M. | Operations Specialist | MNAA, Commercial Development 140 BNA Park Dr. Suite 520 Nashville, TN 37217 | 615 275 4405 | 615 478 5306 | not provided | tim.sullivan@flynashville.com |
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Jase Clark | Administrative Assistant | MNAA, Commercial Development 140 BNA Park Dr. Suite 520 Nashville, TN 37216 | 615 275 1652 | not provided | not provided | Jase.Clark@FlyNashville.com |

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| Newark Liberty International Airport | Port Authority of NY & NJ | EWR | Sharon Kheir | Deputy Aviation Commercial Officer | 4 World Trade Center<br>150 Greenwich St. 16th Floor<br>New York, NY 10007 | 212 435 3787 | 646 484 0589 | | skheir@panynj.gov |
| Newark Liberty International Airport | Port Authority of NY & NJ | EWR | Julia Rozendaal | Retail Concessions Mgr | 225 park Avenue South - 8th Floor NY, NY 10003<br>Administration Building, Building One,<br>Newark, New Jersey 07114, USA | | not provided | | jrozendaal@panynj.gov |
| Newark Liberty International Airport | Port Authority of NY & NJ | EWR | Odele A. Cunha | Concessions Manager | | 973-961-6030 | not provided | | ocunha@panynj.gov |
| John F. Kennedy International Airport | Port Authority of NY & NJ | JFK | Julia Rozendaal | Concessions Manager | LaGuardia Airport, Hangar 7C, 3rd Floor<br>East Elmhurst, NY 11371 | 718 533 3456 | not provided | | jrozendaal@panynj.gov |
| New York Stewart International | Port Authority of NY & NJ | SWF | Julia Rozendaal | Concessions Manager | LaGuardia Airport, Hangar 7C, 3rd Floor<br>East Elmhurst, NY 11371 | 718 533 3456 | not provided | | jrozendaal@panynj.gov |
| LaGuardia Airport | Port Authority of NY & NJ | LGA | Julia Rozendaal | Concessions Manager | LaGuardia Airport, Hangar 7C, 3rd Floor<br>East Elmhurst, NY 11371 | (718) 533 3456 | not provided | | jrozendaal@panynj.gov |
| EWR, LGA, JFK, SWF | Port Authority of NY & NJ | EWR<br>LGA, JFK,<br>SWF | Sherri Smith | Senior Airport Concessions Manager | 4 World Trade Center<br>150 Greenwich Street, 18th Floor I New<br>York, NY 10008 | 973-961-6145 | not provided | | sherri@panynj.gov |
| EWR, LGA, JFK, SWF | Port Authority of NY & NJ | EWR<br>LGA, JFK<br>SWF | Michael Schmidt | Manager, Airport Properties | 4 World Trade Center<br>150 Greenwich Street, 18th Floor I New<br>York, NY 10006 | (212) 435-6622 | not provided | | mschmidt@panynj.gov |
| Newport News/Williamsburg International Airport | Peninsula Airport Commission | PHF | Jennifer Spratley | Director of Marketing & Public Affairs | Peninsula Airport Commission<br>900 Bland Blvd Ste G<br>Newport News, VA 23602 | 757 877 0221 ext 389 | 757 877 7282 | 757 877 9385 | jspratley@flyphf.com |
| Norman Y Mineta San Jose International Airport | City of San Jose | SJC | Rebekah Bray | Senior Concessions Property Manager | Airport Administration Office<br>1701 Airport Blvd, #1130<br>San Jose, CA 95110 | 408 392 3675 | not provided | 408 41 4588 | rbray@sjc.org |
| Norman Y Mineta San Jose International Airport | City of San Jose | SJC | Megan Kennedy | Property Manager II | Airport Administration Office<br>1701 Airport Blvd, #1130<br>San Jose, CA 95110 | 408 392 3638 | not provided | | mkennedy@sjc.org |
| Norman Y Mineta San Jose International Airport | City of San Jose | SJC | Kevin Hom | Property Manager I | Airport Administration Office<br>1701 Airport Blvd, #1130<br>San Jose, CA 95110 | 408 392 3676 | 510 866 0189 | | khom@sjc.org |
| Northwest Arkansas Regional Airport | | XNA | Bridget Pittock | Executive Assistant | One Airport Blvd., Suite 100<br>Bentonville, AR 72712 | 479 205 1427 | | | bridget.pittock@flyxna.com |
| Northwest Florida Beaches International Airport | Northwest Florida Beaches International Airport | ECP | Parker McClellan JR A A E | Executive Director | 6300 W Bay Parkway<br>Panama City, FL 32409 | 850 636 8965 | 407 813 3868 | | pmcclellan@pcefprport.com |
| Oakland International Airport | Port of Oakland | OAK | Paul Caruso | Senior Properties Representative - Airport Properties | 1 Airport Drive, Box 45 Oakland, CA 94621 | 510 563 3647 | not provided | not provided | pcaruso@portoakland.com |
| Orlando International Airport | Greater Orlando Aviation Authority | MCO | Byron Hoffner | Manager Commercial Development | 5855 Cargo Road<br>Orlando, FL 32827 | 407 825 3858 | 407 616 8052 | 407 826 2530 | byron.hoffner@goaa.org |
| Orlando International Airport | Greater Orlando Aviation Authority | MCO | Tracy Canner Harris | Manager of Concessions | 5855 Cargo Road<br>Orlando, FL 32827 | 407 825 2042 | 407 887 2158 | 407 825 2530 | tharris@goaa.org |
| Orlando International Airport | Greater Orlando Aviation Authority | MCO | Frank Browne | Assistant Manager of Concessions | 5855 Cargo Road<br>Orlando, FL 32827 | 407 825 3144 | 407 340 7498 | 407 825 2530 | fbrowne@goaa.org |
| Palm Beach International | | PBI | Laura Beebe<br>Andrea Levitt, AAE | Director of Airports | 846 PBIA West<br>Palm Beach FL 33406 | 561 471 7403 | not provided | 561 471 7427 | laura.beebe@pbia.org |
| Pensacola International Airport | City of Pensacola International Airport | PNS | CGFO | Assistant Airport Director-Finance | 2430 Airport Blvd<br>Pensacola, FL 32504 | 850 436 5000 | | | alevitt@cityofpensacola.com |
| Philadelphia International Airport | City of Philadelphia | PHL | Marshall Evans | Assistant Director of Aviation-Properties Manager | Executive Offices<br>Terminal D, Third Floor<br>Philadelphia International Airport<br>8500 Essington Avenue<br>Philadelphia, PA 19153-3275 | 215 937 5422 | 215 906 5881 | 215 937 8496 | marshall.evans@phl.org |
| Philadelphia International Airport | City of Philadelphia | PHL | James Tyrrell | Chief Revenue Officer | Division of Aviation<br>Executive Offices<br>Terminal D, Third Floor<br>Philadelphia International Airport<br>8500 Essington Avenue<br>Philadelphia, PA 19153-3275 | 215 937 5420 | 215 852 4232 | 215 963 3698 | james.tyrrell@phl.org |
| Philadelphia International Airport | City of Philadelphia | PHL | Beatrice Isaac | Airport Administrative Manager Contracts & Purchasing | Division of Aviation<br>Executive Offices<br>Terminal D, Third Floor<br>Philadelphia International Airport<br>8500 Essington Avenue<br>Philadelphia, PA 19153-3275 | 215 937 5470 | not provided | not provided | beatrice.isaac@phl.org |
| Philadelphia International Airport | City of Philadelphia | PHL | Lucinda West | Real Estate Manager | Division of Aviation<br>Human Resources/Safety<br>Terminal E, Third Floor<br>Philadelphia International Airport<br>8500 Essington Avenue<br>Philadelphia, PA 19153-3275 | 215 863 3451 | not provided | not provided | lucinda.west@phl.org |
| Philadelphia International Airport | City of Philadelphia | PHL | Lindsey Harris | Assistant Director of Aviation-Strategy | Division of Aviation<br>Executive Offices<br>Terminal D, Third Floor<br>Philadelphia International Airport<br>8500 Essington Avenue<br>Philadelphia, PA 19153-3275 | 215 937 5461 | not provided | not provided | lindsey.harris@phl.org |
| Philadelphia International Airport | City of Philadelphia | PHL | Alec Gever | Purchasing & Contracts | Division of Aviation<br>Executive Offices<br>Terminal D, Third Floor<br>Philadelphia International Airport<br>8500 Essington Avenue<br>Philadelphia, PA 19153-3275 | 215 937 3843 | not provided | not provided | alec.gever@phl.org |
| Phoenix Sky Harbor International Airport | City of Phoenix Aviation Department | PHX | Terrance Ward | Superintendent | 2485 E. Buckeye Rd<br>Phoenix, AZ 85034 | 602 273 2762 | | | Terrance.ward@phoenix.gov |
| Phoenix Sky Harbor International Airport | City of Phoenix Aviation Department | PHX | Robert Hawes | Real Estate Manager | 2485 E. Buckeye Rd<br>Phoenix, AZ 85034 | 602 683 3732 | | | robert.hawes@phoenix.gov |
| Phoenix-Mesa Gateway Airport | Phoenix Mesa Gateway Airport Authority | IWA | Brent White | Business Development Analyst | 5835 South Sossaman Road<br>Mesa, AZ 85212-6014 | 480 988 7535 | 480 408 7438 | | bwhite@gatewayairport.com |
| Phoenix-Mesa Gateway Airport | Phoenix Mesa Gateway Airport Authority | IWA | Shea Joachim, CCED | Business Development Director | 5835 South Sossaman Road<br>Mesa, AZ 85212-6014 | 480 988 7605 | 480 483 8436 | | sjoachim@gatewayairport.com |
| Pierre International Airport | Airports Authority of Trinidad and Tobago | POS | Emmanuel Baah | Manager - Marketing | Airport Administration Centre South<br>Terminal Piarco International Airport<br>Golden Grove Road, Piarco | 868 669 4880 ext. 2256 | 868 684 8778 | 868 669 4705 | ebaah@tntairports.com |
| Pittsburgh International Airport | Allegheny County Airport Authority | PIT | Patricia Sparks-Epley | Mgr of Contracts & Insurance Programs | P.O. Box 12370<br>Pittsburgh, PA 15231-0370 | 412 472 3538 | not provided | 412 472 3579 | psparks@flypittsburgh.com |

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|---|---|---|---|---|---|---|---|---|---|
| Pittsburgh International Airport | Allegheny County Airport Authority | PIT | Samantha Stafford | DBE Program Administrator | P O Box 12370 Pittsburgh, PA 15231-0370 | 412 472 3648 | 724 482 0765 | 412 472 3535 | samstafford@flypittsburgh.com |
| John Glenn International Airport/Rickenbacker International Airport/Bolton Field Airport | Columbus Regional Airport Authority | TZR CMH/LCK/ | Susan Salisbury | Program Manager, Property Development | 4600 International Gateway Columbus, OH 43219 | 614 238 3173 | not provided | not provided | ssalisbury@columbusairports.com |
| John Glenn International Airport/Rickenbacker International Airport/Bolton Field Airport | Columbus Regional Airport Authority | TZR CMH/LCK/ | Tosia Carter | Sr. Manager, Concessions & Revenue Dev | 4600 International Gateway Columbus, OH 43219 | 614 238 7812 | not provided | not provided | tcarter@columbusairports.com |
| John Glenn International Airport/Rickenbacker International Airport/Bolton Field Airport | Columbus Regional Airport Authority | TZR | Aubrey Bailey | Specialist, Concessions | 4600 International Gateway Columbus, OH 43219 | 614 238 6158 | not provided | not provided | abailey@columbusairports.com |
| Portland International Airport | Port of Portland | PDX | Kaitlin Hunter, A A E | Sr Mgr, Terminal Concessions & Customer Experience | 7200 NE Airport Way, Portland, OR 97218 | 503 415 6536 | 541 515 8303 | | kaitlin.hunter@portofportland.com |
| Portland International Airport | Port of Portland | PDX | W ie Wilcoxen | Sr Mgr, Air Carrier & Terminal Leasing | 7200 NE Airport Way, Portland, OR 97218 | 503 415 6554 721 548 7542 721 548 7588 | 503 894 4243 | 503 548 5840 | wes.wilcoxen@portofportland.com |
| Princess Juliana International Airport | Princess Juliana International Airport Operating Company | SXM | Audrey Jack | Business Relations Officer | P O Box 2027, St Maarten | Direct | not provided | not provided | ajack@sxmairport.com |
| Raleigh-Durham International Airport | Raleigh-Durham Airport Authority | RDU | Tyler Matheu C M | Director of Commercial Management | P O Box 80001 1000 Trade Drive RDU Airport, North Carolina 27623 | 919 840 7771 | 520 456 5189 | 919 840 0176 | tyler.matheu@rdu.com |
| Raleigh-Durham International Airport | Raleigh-Durham Airport Authority | RDU | Kimberly Stewart, CRRP | Director of Concessions | P O Box 80001 1000 Trade Drive RDU Airport, North Carolina 27623 | 919 840 7767 | 910-308-6673 | 919 840 0176 | kimberly.stewart@rdu.com |
| Raleigh-Durham International Airport | Raleigh-Durham Airport Authority | RDU | Karen Quinn Reynolds | Director of Properties | P O Box 80001 1000 Trade Drive RDU Airport, North Carolina 27623 | 919 840 7740 | not provided | not provided | karen.reynolds@rdu.com |
| Raleigh-Durham International Airport | Raleigh-Durham Airport Authority | RDU | Alyssa Grec | Business Manager, Concessions | P O Box 80001 1000 Trade Drive RDU Airport, North Carolina 27623 | 919 840 7134 | 919 648 8098 | not provided | alyssa.grec@rdu.com |
| Redmond Municipal Airport | City of Redmond | RDM | Leif Andersen | Contracts & Pilot-Ops Manager | 2522 SE Jesse Butler Circle #17 Redmond, OR 97756 | 541 504 3082 | 541 419 6372 | 541 548 0501 | lef.andersen@ci.rdm.or.us |
| Redmond Municipal Airport | City of Redmond | RDM | Zach Bass | Airport Director | 2522 SE Jesse Butler Circle #17 Redmond, OR 97756 | 541-504-3065 | not provided | 541-548-0501 | zachary.bass@ci.rdm.or.us |
| Richmond International Airport | Capital Region Airport Commission | RIC | Russell Pasden | Dir Real Estate | 1 Richard E. Byrd Terminal Drive Richmond International Airport, VA 23250-2400 | 804 226 8520 | 804 221 0542 | 804 652 2810 | rpasden@flyrichmond.com |
| Ronald Reagan Washington National Airport | Metropolitan Washington Airports Authority | DCA | Lori Labell, A A E | Manager Leasing and Airside Contracts | 1 Aviation Circle Washington, DC 20001 | 703 417 8028 | not provided | | lori.labell@mwaa.com |
| Ronald Reagan Washington National Airport | Metropolitan Washington Airports Authority | DCA | Andrea Bickley | Business Specialist I - Ground Transportation | 1 Aviation Circle Washington, DC 20001 | 703 417 8038 | not provided | 703 417 8260 | andrea.bickley@mwaa.com |
| Ronald Reagan Washington National Airport | Metropolitan Washington Airports Authority | DCA | Carol Gabriel | Contracts Manager, Concessions and Terminal Services | 1 Aviation Circle Washington, DC 20001 | 703 417 8646 | not provided | 703 417 8398 | carol.gabriel@mwaa.com |
| Ronald Reagan Washington National Airport | Metropolitan Washington Airports Authority | DCA | Chrissie Westerlund | Vice President of Marketing and Consumer Strategy | 1 Aviation Circle Washington, DC 20001 | | | | chrissie.westerlund@mwaa.com |
| Ronald Reagan Washington National Airport | Metropolitan Washington Airports Authority | DCA | Devon Judd | Director, Concessions Leasing & Development | 1 Aviation Circle Washington, DC 20001 | 703 417 8035 | | | Devon.judd@mwaa.com |
| Sacramento International Airport | Sacramento County Department of Airports | SMF | Andrew Durrie | Manager, Airport Concessions | 6900 Airport Boulevard Sacramento, CA 95837 | 916 874 0924 | 916 223 1097 | 916 874 0920 | adurrie@saccounty.net |
| Sacramento International Airport | Sacramento County Department of Airports | SMF | Angela Hourigan | Manager, Properties and Commercial Development | 6900 Airport Boulevard Sacramento, CA 95837 | 916 874 0915 | 916 806 5417 | 916 874 0921 | hourigane@saccounty.net |
| Sacramento International Airport | Sacramento County Department of Airports | SMF | Stephen Clark | Deputy Director, Commercial Development | 6900 Airport Boulevard Sacramento, CA 95837 | 916 874 0905 | 916 633 3545 | 916 874 0922 | sclark@sacramento.aero |
| Salem Municipal Airport | Salem Municipal Airport | SLE | John Peskett | Airport Manager | 2990 25th Street SE Salem, OR 97302 | 503 589 2057 | 971 240 8436 | 503 315 2550 | jpeskett@cityofsalem.net |
| Salt Lake City International Airport | Salt Lake City Corporation | SLC | Kyle Bailey | Commercial Program Coordinator | P O Box 145550 Salt Lake City, Utah 84114-5550 | 801 575 2934 | 860 578 3596 | 801 575 2041 | kyle.bailey@slcgov.com |
| Salt Lake City International Airport | Salt Lake City Corporation | SLC | Shane Andreason | Dir of Administration & Commercial Services | P O Box 145550 Salt Lake City, Utah 84114-5550 | 801 575 2420 | 503 351 3682 | 801 575 2041 | shane.andreason@slcgov.com |
| Salt Lake City International Airport | Salt Lake City Corporation | SLC | Brad Wolfe | Commercial Mgr | P O Box 145550 Salt Lake City, Utah 84114-5550 | 801 575 2949 | 801 231-7027 | 801 575 2041 | brad.wolfe@slcgov.com |
| Salt Lake City International Airport | Salt Lake City Corporation | SLC | Mike Rawson | Airport Business Development Manager | P O Box 145550 Salt Lake City, Utah 84114-5550 | 801-575-2804 | 801-824-1594 | 801-575-2041 | mike.rawson@slcgov.com |
| San Antonio International Airport | San Antonio Airport System | SAT | Steven Milburn | Properties, Concessions and Business Development Mgr | 9800 Airport Blvd San Antonio, TX 78216 | 210 207 3481 | 210 748 4871 | 210 207 3848 | steve.milburn@sanantonio.gov |
| San Antonio International Airport | San Antonio Airport System | SAT | Tania Sanchez | Properties & Concessions Business Development Coordinator | 9800 Airport Blvd San Antonio, TX 78216 | 210 207 3418 | not provided | 210 207 1678 | tania.sanchez@sanantonio.gov |
| San Antonio International Airport | San Antonio Airport System | SAT | Michael Hernandez | Properties & Concessions Business Development Coordinator | 9800 Airport Blvd San Antonio, TX 78216 | 210-207-3512 | | | michael.hernandez@sanantonio.gov |
| San Antonio International Airport | San Antonio Airport System | SAT | April Vaughn | Properties & Concessions Business Development Coordinator | 9800 Airport Blvd San Antonio, TX 78216 | 210-207-3423 | | 210 207 1678 | April.Vaughn@sanantonio.gov |
| San Diego International Airport | San Diego County Regional Airport Authority | SAN | Jim DeCock | Director (interim), Revenue Generation & Partnership Development | P O Box 82776 San Diego, CA 92138-2776 | 619 400 2308 | not provided | 619 400 2578 | jdecock@san.org |
| San Diego International Airport | San Diego County Regional Airport Authority | SAN | Susan Gleiman | Asset Manager | P O Box 82776 San Diego, CA 92138-2776 | 619 400 2680 | not provided | 619 400 2578 | sgleiman@san.org |
| San Diego International Airport | San Diego County Regional Airport Authority | SAN | Steve Terry | Assoc Asset Manager | P O Box 82776 San Diego, CA 92138-2776 | 619 400 2698 | not provided | 619 400 2578 | sterry@san.org |
| San Diego International Airport | San Diego County Regional Airport Authority | SAN | Celeste Amigon | Assoc Asset Manager | P O Box 82776 San Diego, CA 92138-2776 | 619 400 2584 | not provided | 619 400 2578 | camigon@san.org |
| San Diego International Airport | San Diego County Regional Airport Authority | SAN | Melissa Fithian | Asset Manager, Passenger Services & Rental Car Center | P O Box 82776 San Diego, CA 92138-2776 | 619 400 2568 | not provided | 619 400 2578 | mfithian@san.org |
| San Francisco International Airport | San Francisco International Airport | SFO | Alex Mann | Assistant Director-Revenue Development and Management | | 650 821 4500 | not provided | not provided | alex.mann@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Gigi Rivera | Sr. Principal Property Manager-Revenue Development and Management | | 650 821 4500 | not provided | not provided | gigi.rivera@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Javad Hadizadeh | Acting Director-Aviation Management | | 650 821 4525 | not provided | not provided | Javad.Hadizadeh@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Tamsin Tew | Principal Property Manager-Revenue Development Mgmt | | 650 821 4504 | not provided | not provided | tamsin.tew@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Steve Lesh | Senior Property Manager-Aviation Management | | 650 821 4525 | not provided | not provided | Steve.Lesh@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Gyta Priest | Executive Assistant-Aviation Management | | 650 821 4525 | not provided | not provided | Gyta.Priest@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Diana Chow | Senior Property Manager-Aviation Management | | 650 821 4521 | not provided | not provided | diana.chow@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Sean Murphy | Property Manager-Aviation Management | | 650 821 4525 | not provided | not provided | sean.c.murphy@flysfo.com |
| San Francisco International Airport | San Francisco International Airport | SFO | Cheryl Nasser | Director-Revenue Development and Management | | 650 821 4500 | not provided | not provided | cheryl.nasser@flysfo.com |
| San Luis Obispo County Regional Airport | San Luis Obispo County Department of Airports | SBP | Philip D'Ani | Business Development Manager | 903 Airport Dr Suite 5 San Luis Obispo, CA CA 93401 | 805-781-5218 | 805-458-3822 | 805-781-5985 | pdani@slocounty.ca.us |
| Santa Barbara Airport | City of Santa Barbara | SBA | Dreanna Zechnisson | Airport Business Development Manager | 601 Firestone Road Santa Barbara, CA 93117 | 805-682-8030 | | | dzechnisson@santabarbaraCA.gov |
| Santa Barbara Airport | City of Santa Barbara | SBA | Tracy Pfaulch | Business Development Supervisor | 601 Firestone Road Santa Barbara, CA 93117 | 805-682-8022 | | | tpfaulch@santabarbaraCA.gov |
| Sarasota/Bradenton International Airport | Sarasota Manatee Airport Authority | SRQ | Joe Filippoli | Dir, Properties | 6000 Airport Circle Sarasota, FL 34243-2105 | 941 3582770 ext 4214 | not provided | 941 359 5054 | jfilippoli@srq-airport.com |
| Saskatoon Airport | Saskatoon Airport Authority | YXE | | | Suite #1, 2625 Airport Drive Saskatoon, SK, Canada S7L 7L1 | not provided | | | |
| Savannah/Hilton Head International Airport | Savannah Airport Commission | SAV | Meghan M Dunn A A E | Manager, Properties & Executive Affairs | 400 Airways Ave Savannah, GA 31408 | 912 964 0514 x3315 | not provided | | mdunn@flysav.com |
| Savannah/Hilton Head International Airport | Savannah Airport Commission | SAV | Timothy Roberts | Contracts & Leasing Administrator | 400 Airways Ave Savannah, GA 31408 | 912 964 0514 x3376 | not provided | | troberts@flysav.com |

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|---|---|---|---|---|---|---|---|---|---|
| Savannah/Hilton Head International Airport | Savannah Airport Commission | SAV | Vicky Williamson | Airport Properties Specialist I | 400 Airways Ave<br>Savannah, GA 31408 | 912 964 0514 | not provided | | [redacted] |
| Savannah/Hilton Head International Airport | Savannah Airport Commission | SAV | Lenard Robinson, A.A.E. | Director of Landside Facilities | 400 Airways Ave<br>Savannah, GA 31408 | 912 964 0514 | not provided | | [redacted] |
| Seattle-Tacoma International Airport | Port of Seattle | SEA | Dawn Hunter | Director, Aviation Commercial Management | P.O. Box 68727<br>Seattle, WA 98168-0727 | | | | [redacted] |
| Seattle-Tacoma International Airport | Port of Seattle | SEA | Khalid Mohsin | Sr Manager Airport Dining and Retail | P.O. Box 68727<br>Seattle, WA 98168-0727 | | | | [redacted] |
| Soldotna Airport | City of Soldotna | SXQ | Kyle Kornelis | Airport Manager | 177 N. Birch Street<br>Soldotna, AK 99669 | 907 262 9107 | not provided | 907 262 1245 | [redacted] |
| South Bend Airport | St. Joseph County Airport Authority | SBN | Kenianne Linn | Properties Manager | 4477 Progress Drive<br>South Bend, IN 46628 | 574 282 4690<br>ext. 221 | not provided | 574 239 2585 | [redacted] |
| Southwest Florida International Airport | Lee County Port Authority | RSW/FMY | Jesse Post | Manager Properties | 11000 Terminal Access Road<br>Suite 8671<br>Fort Myers, FL 33913 | 239 590 4526 | not provided | not provided | [redacted] |
| Southwest Florida International Airport | Lee County Port Authority | RSW | Ed Moran | Director of Properties | 11000 Terminal Access Road<br>Suite 8671<br>Fort Myers, FL 33913 | 239 590 4551 | not provided | 239 590 4538 | [redacted] |
| Southwest Florida International Airport | Lee County Port Authority | RSW | Al Gutierrez | Sr Mgr, Terminals & Landside Operations | 11000 Terminal Access Road<br>Suite 8671<br>Fort Myers, FL 33913 | 239 590 4726 | not provided | 239 590 4727 | [redacted] |
| Syracuse Hancock International Airport | Syracuse Regional Airport Authority | SYR | Linda Ryan | Director of Business Development | 1000 Col. Eileen Collins Boulevard<br>Syracuse, NY 13212 | 315 454 3263 | | | [redacted] |
| Syracuse Hancock International Airport | Syracuse Regional Airport Authority | SYR | Jason Mehl | Chief Commercial Officer | 1000 Col. Eileen Collins Boulevard<br>Syracuse, NY 13212 | | | | [redacted] |
| T.F. Green Airport | Rhode Island Airport Corporation | PVD | David Cloutier | AVP Business Development | 2000 Post Road<br>Warwick, RI 02886 | 401 691 2248 | 401 473 7857 | 401 861 2562 | [redacted] |
| Tallahassee International Airport | | TLH | Vanessa Spaulding | Assistant Manager - Properties & Development | 3300 Capital Circle, SW, Suite 1<br>Tallahassee, FL 32310 | 850 891 7895 | not provided | 850-894-3281 | [redacted] |
| Tallahassee International Airport | | TLH | Victoria Miles-Zwiski | Manager-Airport Properties & Development | 3300 Capital Circle, SW, Suite 1<br>Tallahassee, FL 32310 | 850 891 7821 | not provided | 850 891 7837 | [redacted] |
| Tampa International Airport | Hillsborough County Aviation Authority | TPA | Rebecca Waterman | Director, Airline Properties and Contracts | P.O. Box 22287<br>FL 33622 | Tampa, | 813 870 8375 | 813 334 4364 | not provided |
| Tampa International Airport | Hillsborough County Aviation Authority | TPA | Kris Webb | Director of Concessions | P.O. Box 22287<br>FL 33622 | Tampa, | 813 870 8626 | 813 753 6990 | [redacted] |
| Tampa International Airport | Hillsborough County Aviation Authority | TPA | Joel Feldman | Sr. Manager, Airport Concessions | P.O. Box 22287<br>FL 33622 | Tampa, | 813 554 1491 | 813 348 5952 | 813 875 6870 |
| Tampa International Airport | Hillsborough County Aviation Authority | TPA | Nina Mahoney | Sr. Manager, Airport Concessions | P.O. Box 22287<br>FL 33622 | Tampa, | 813 870 8371 | not provided | not provided |
| Toronto Pearson International Airport | Greater Toronto Airports Authority | YYZ | Giovanna Volt | Director of Commercial Development | P.O. Box 6031, 3111 Convair Drive<br>Toronto AMF, Ontario, Canada L5P 1B2 | | | | [redacted] |
| Toronto Pearson International Airport | Greater Toronto Airports Authority | YYZ | Joey Davillo | Sr. Manager Duty Free and Retail Development | P.O. Box 6031, 3111 Convair Drive<br>Toronto AMF, Ontario, Canada L5P 1B2 | 416 776 5142 | not provided | 416 776 4510 | [redacted] |
| Toronto Pearson International Airport | Greater Toronto Airports Authority | YYZ | Tina Williams | Sr. Manager Partnerships and Brand Development | P.O. Box 6031, 3111 Convair Drive<br>Toronto AMF, Ontario, Canada L5P 1B3 | 416 776 3205 | not provided | not provided | [redacted] |
| Toronto Pearson International Airport | Greater Toronto Airports Authority | YYZ | Marcia Marchese | Mgr. Business Development Groundside Transportation | P.O. Box 6031, 3111 Convair Drive<br>Toronto AMF, Ontario, Canada L5P 1B2 | 416 776 4319 | not provided | 416 776 5528 | [redacted] |
| Toronto Pearson International Airport | Greater Toronto Airports Authority | YYZ | Suzanne Merrell | Sr Manager Retail Operations and Performance | P.O. Box 6031, 3111 Convair Drive<br>Toronto AMF, Ontario, Canada L5P 1B2 | 416 776 3023 | 416 709 1840 | 416 776 4510 | suzanne.merrell@gtaa.com |
| Toronto Pearson International Airport | Greater Toronto Airports Authority | YYZ | Pat Gerrato | Associate Director Real Estate Development | P.O. Box 6031, 3111 Convair Drive<br>Toronto AMF, Ontario, Canada L5P 1B2 | 416 776 5187 | 416 523 1553 | 416 776 5528 | pat.gerrato@gtaa.com |
| Tucson International Airport- Ryan Airfield | Tucson Airport Authority | | Michael A. Musca, A.A.E. | Director of Properties and Concessions | 7250 South Tucson Blvd, Suite 300<br>Tucson, AZ 85756 | 520 573 8100 | 520 573 4816 | | [redacted] |
| Tyler Pounds Regional Airport | City of Tyler | TYR | Mick Tova | Operations & Maintenance Manager | 700 Skyway Blvd. Suite 301<br>TX 75704 | "Tyler, | 903 531 9825 | 903 563 4596 | 903 531 9843 |
| Victoria International Airport | Victoria Airport Authority | YYJ | Rod Hunchak | Director Business Development & Community Relations | 2074640 Electra Blvd<br>Sidney, BC Canada V8L 5V4 | | 250 953 7547 | 778 678 6907 | 250 953 7508 |
| Victoria International Airport | Victoria Airport Authority | YYJ | Anita Kardos, C.M. | Communications and Passenger Experience Officer | 2074640 Electra Blvd<br>Sidney, BC Canada V8L 5V4 | | 250 953 7535 | not provided | 250 953 7508 |
| Washington Dulles and Ronald Reagan Washington International Airports | Metropolitan Washington Airports Authority | IAD/DCA | Stacey Armstead Jr. | General Business Specialist II, Concessions & Customer Development | 2773 Crystal Drive<br>Arlington VA, 22202 | | 703 417 0888 | not provided | not provided |
| Washington Dulles and Ronald Reagan Washington International Airports | Metropolitan Washington Airports Authority | IAD/DCA | Peggy Gerzog | Director Operations and Administration | 2773 Crystal Drive<br>Arlington VA, 22202 | | 703 417 8843 | | [redacted] |
| Washington Dulles International Airport | Metropolitan Washington Airports Authority | IAD | Kimberly Barnes | Contract Mgr, Terminal Concessions & Services | P.O. Box 17045<br>Washington, DC 20041-0045 | | 703 572 2817 | not provided | 703 572 8498 |
| Washington Dulles International Airport | Metropolitan Washington Airports Authority | IAD | Angela Jordan | General Business Specialist, Landside Contracts Management | P.O. Box 17045<br>Washington, DC 20041-0045 | | 703 572 2985 | not provided | [redacted] |
| Westchester County Airport | | HPN | Tom Rumbarger | Property Mgr | 240 Airport Road, Suite 202<br>Plains, NY 10604 | White | 914 995 4585 | not provided | 914 995 3980 |
| Wichita Falls Regional Airport | City of Wichita Falls, TX | SPS | Jan Wartjen | Airport Administrator | 4000 Armstrong Drive<br>Wichita Falls, TX 76305 | | 940-855-3223 | | [redacted] |
| Wilkes-Barre/Scranton International Airport | | AVP | Carl R. Beardsley, Jr. | Executive Director | 100 Terminal Drive, Suite 1<br>Avoca, PA 18641 | | 570 602 2000 | not provided | 570 602 2010 |
| Will Rogers World Airport | City of Oklahoma City - Department of Airports | OKC | Wanda Atherton | Office Coordinator | 7100 Terminal Drive, Unit 937<br>Oklahoma City, OK 73159 | | 405 316 3281 | not provided | 405 316 3311 |
| Will Rogers World Airport | City of Oklahoma City - Department of Airports | OKC | Tiffany Lawson | Land & Property Administrator | 7100 Terminal Drive, Unit 937<br>Oklahoma City, OK 73159 | | 405 316 3288 | not provided | 405 316 3311 |
| Will Rogers World Airport | City of Oklahoma City - Department of Airports | OKC | Stephanie Stark | Property Technician, Business & Properties | 7100 Terminal Drive, Unit 937<br>Oklahoma City, OK 73159 | | 405 316 3212 | not provided | 405 316 3311 |
| Wilmington International Airport | New Hanover County Airport Authority | ILM | Carol LeTraller | Business Development Director | 1740 Airport Blvd. Suite 12<br>Wilmington, NC 28405 | | 910 202 6090 | 910 622 5384 | 910 341 4365 |
| Wilmington International Airport | New Hanover County Airport Authority | ILM | Tamie Kees | Operations Manager | 1740 Airport Blvd. Suite 12<br>Wilmington, NC 28405 | | 910 341 4333 ext 1022 | 910 946 1454 | 910 341 4365 |
| | Cayman Islands Airports Authority | | Bianca Moore-Downey | Airport Operations Manager | 258 Owen Roberts Drive P.O. Box 10098<br>Grand Cayman KY1-1001 Cayman Islands | | 345 949 7078 | 345 926 1767 | 345 640 7071 |
| | Hillsborough County Aviation Authority | TPA | Laurie Noyes | Director of Airport Concessions | P.O. Box 22287<br>FL 33622 | Tampa, | not provided | not provided | not provided |

DELETED FROM THE LIST - (DO NOT INCLUDE IN FUTURE EMAILS)

**GUIDELINES:**

1. Members of this list should be employed directly by an airport (authority, city, county, etc.)
2. All are encouraged to contribute to information/runway requests
3. When responding to a survey question, please DO NOT hit "reply all" and respond only to the person requesting the information
4. Those who request information from the group should compile the results and share the results with the group
5. Survey information and contact information must stay within the group and should not be shared or provided in any way to outside consultants or sales representatives

RED = NEW ENTRANTS OR NEW INFORMATION
BLUE = REMOVED FROM LIST - WILL NOT APPEAR IN NEXT LIST PUBLICATION
GREEN = CHANGED AIRPORTS
PURPLE = Last message undeliverable

| Airport | Employment Entity | Code | Name | Title | Address | Phone | Cell | Fax | Email |
|---|---|---|---|---|---|---|---|---|---|
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|---|---|---|---|---|---|---|---|---|---|
| Bishop International Airport | Bishop International Airport Auth | FNT | [illegible] | Airport Director | G-3425 W Bristol Road<br>Flint, MI 48507<br>P O Box 10212<br>St Louis, MO 63145 | 810-234-3037 | [illegible] | | cwilliams@bishopairport.org |
| Lambert-St Louis International Airport | City of St Louis | STL | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | not provided | aldphillips@flystl.com |
| [illegible] | [illegible] | MSP | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| George Bush Intercontinental Airport, William P Hobby Airport, Ellington Field | Houston Airport System (City of Houston) | IAH/ HOU/ EFD | [illegible] | Commercial Development Mgr | 16930 John F Kennedy Blvd<br>Houston, TX 77032 | 281 233 1822 | not provided | 281.233.1564 | randy.goodman@houstontx.gov |
| Jackson-Medgar Wiley Evers International Airport | Jackson Municipal Airport Authority | JAN | [illegible] | Director of Business Development | 100 International Drive, Suite 300<br>Jackson, MS 39298-8109 | 601 360 8615 | 601 850 0155 | not provided | [illegible] |
| Francisco C. Ada/Saipan International Airport | Commonwealth Ports Authority | SPN | [illegible] | Enforcement/Leases Compliance Officer | PO Box 501055<br>Saipain, MP 96950 | 670 237 6500 | not provided | 670.664.3595 | ezy.deneria@cpa.gov.mp |
| Quebec City Jean Lesage International Airport | | YQB | Bernard Thiboutot | Director, Commercial Development and Marketing | Aeroport de Quebec inc<br>505, rue Principale<br>Quebec, Quebec Canada G2G0J4 | 418.640.2700 ext. 2692 | 418 563 6313 | 418.840.2656 | [illegible] |
| Manhattan Regional Airport | City of Manhattan | MHK | Jesse Romo | Airport Director | 5500 Skyway Drive, Suite 120<br>Manhattan, KS 66502 | 785 587 4565 | 816-288-4244 | | romo@cityofmhk.com |
| [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | MNAA Commercial Development HQ<br>BNA Park Dr Suite 520 Nashville TN 37217 | [illegible] | [illegible] | [illegible] | [illegible] |
| San Francisco International Airport | San Francisco International Airp | SFO | Teresa Rivor | Manager of Real Estate Affairs<br>Senior Property Manager-Aviation Management | | 650 821 4525 | not provided | not provided | Teresa.Rivor@flysfo.com |
| Edmonton International Airport | | YEG | Brett Bain | Director, Concessions, Parking & Ground Transportation | 1, 1000 Airport Road Edmonton Intl<br>Edmonton Alberta Canada, T9E 0V3 | 780.890.6779 | not provided | 780.890.8215 | bbain@flyeia.com |
| Seattle-Tacoma International Airport | Port of Seattle | SEA | Scott Van Horn | Senior Business Manager, Airport Dining & Retail | P O Box 68727<br>Seattle, WA 98168-0727 | 206 787 4385 | 206.462.8328 | | vanhorn.s@portseattle.org |
| Dwight D. Eisenhower National Airpo | Wichita Airport Authority | ICT | Victor White | Dir of Airports | 2277 Eisenhower Airport Parkway<br>Wichita, KS 67209 | 316.946.4701 | 316 200 8046 | 316 946 1886 | vwhite@wichita.gov |
| San Diego International Airport | San Diego County Regional Airp | SAN | Lisa Porras | Program Manager, Parking & Passenger Services | P O Box 82776<br>San Diego, CA 92138-2777 | 619.400.2581 | not provided | 619.400.2576 | lporras@san.org |
| Sacramento International Airport | Sacramento County Department | SMF | Sylvia Ambrogio | Chief Administrative Officer | 6900 Airport Boulevard<br>Sacramento, CA 95837 | 916.874.0566 | 916.633.3549 | 916.874.0922 | ambrogios@saccounty.net |
| Gerald R. Ford International Airport | Gerald Ford International Airport Authority | GRR | Stephen Clark | Director of Commercial Development | 5500 44th Street<br>Grand Rapids, Michigan 49512 | 616.233.6054 | not provided | 616.460.0718 | sclark@grr.org |
| Cincinnati/Northern Kentucky International Airport | Cincinnati Northen Kentucky International Airport | CVG | Kimberly Collins | Director of Parking and Ground Transportation | P O Box 752000<br>Cincinnati, OH 45275-2000 | 859.767.3162 | not provided | | kcollins@cvgairport.com |
| Birmingham-Shuttlesworth Internatio | Birmingham Airport Authority | BHM | Diane Gillam | Properties & Senior DBE Manager | 5900 Airport Highway<br>Birmingham, AL 35217 | 205.599.0522 | | | dgillam@flybirmingham.com |
| Redmond Municipal Airport | City of Redmond | RDM | Tammy Rohach | Property Specialist | 2522 SE Jesse Butler Circle #17<br>Redmond, OR 97756 | 541 504 3497 | not provided | 541.548.0591 | tammy.rohach@flyrdm.com |

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|---|---|---|---|---|---|---|---|---|---|
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Margaret Martin | VP, Commercial Development | MNAA, Commercial Development 140 BNA Park Dr Suite 520 Nashville, TN 37214 | 615 275 2314 | not provided | not provided | Margaret.Martin@FlyNashville.com |
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Meghan McLaughlin | Commercial Development Specialist | MNAA, Commercial Development 140 BNA Park Dr Suite 520 Nashville, TN 37215 | 615 275 1652 | not provided | not provided | Meghan.Mclaughlin@FlyNashville.com |
| Nashville International Airport | Metropolitan Nashville Airport Authority | BNA | Donna Tynes | Director-Concessions | MNAA, Commercial Development 140 BNA Park Dr Suite 520 Nashville, TN 37215 | 615 275 1635 | 615 504 4235 | not provided | donna.tynes@flynashville.com |
| Memphis International Airport | Memphis-Shelby County Airport Authority | MEM | Angela Washington | Manager of Properties | 2491 Winchester Road, Suite 113 Memphis, TN 38116 | 901 922 8058 | not provided | not provided | Angelaw@MSCAA.com |
| Milwaukee Mitchell International Airport | Milwaukee County | MKE | Nicholas Covelli | Properties Specialist | 5300 South Howell Avenue Milwaukee, WI 53207 | 414 747 4766 | | | ncovelli@mitchellairport.com |
| Raleigh-Durham International Airport | Raleigh-Durham Airport Authority | RDU | Diane Harris | Business Manager, Passenger & Tran | P O. Box 80001 1000 Trade Drive RDU Airport, North Carolina 27623 | 919 840 7194 | 919 600 0957 | not provided | diane.harris@rdu.com |

## GROUND LEASE DATA FOR UNIMPROVED AIRSIDE LAND

| AIRPORT | CLASSIFICATION | RENTAL RATE / SF |
|---|---|---|
| **Orlando-Sanford International (SFB)**<br>Sanford | Small Hub | $0.35 actual/asking<br>1-10 acres |
| **Daytona Beach International (DAB)**<br>Daytona Beach | Non Hub | $0.28 - renewal of existing tenant |
| **Naples Municipal (APF)**<br>Naples | General Aviation | $0.48-$0.60 - actual |
| **Jacksonville Interational (JAX)**<br>Jacksonville | Medium Hub | $0.25-$0.30 asking |
| **Cecil Airport (VQQ)**<br>Jacksonville | General Aviation | $0.25-$0.30 asking<br>Minimum 3 acre site |
| **St. Pete-Clearwater International (PIE)**<br>Clearwater-St. Petersburg | Small Hub | $0.38 actual |
| **Southwest Florida International (RSW)**<br>Ft. Myers | Medium Hub | 2019 Rates<br>$0.40 - $0.60 asking<br>$0.48-$0.49 actual<br>$0.39 large site |
| **Northwest Florida Beaches Int (ECP)**<br>Panama City | Small Hub | $0.36 actual |
| **Pensacola International (PNS)**<br>Pensacola | Small Hub | $0.33 asking |
| **Sarasota - Bradenton International (SRQ)**<br>Sarasota - Bradenton | Small Hub | $0.43 - actual |
| **Tallahassee International (TLH)**<br>Tallahassee | Non-Hub | $0.35 - $0.38 negotiating |
| **Vero Beach Regional Airport (VRB)**<br>Vero Beach | Regional Comm. Service | $0.26 actual<br>2018 Appraisal Rate |
| **Kissimmee Gateway Airport (ISM)**<br>Kissimmee, FL | Regional Non Primary | Asking Rate 2019 - $0.20<br>$0.13 -$0.18 - Prior to 2019<br>Has Large sites Avilable |
| **Miami-Opa Locka Executive (OPF)**<br>Miami | Regional Non Primary | $0.29<br>Increasing in October |
| **Savannah/Hilton Head International (SAV)**<br>Savannah, GA | Small Hub | 2019 Rental rates<br>$0.25 smaller, $0.18 medium<br>$0.12 PSF 160 acres but atypical |

**TLH LAND LEASES - Ground Lease Rates** (Updated 3/14/2022 by Saunders/Johnston)

| Contract No. | Lessee | Commencement Date | Expiration Date | Description | Inside/Outside the Fence? | Runway Access? | Apron Ramp/Circulation Area (SF) | Other Ground Area (SF) | Total Land Currently Under Land Lease (SF) | Acreage | Ground Lease Rate (Rent/SF) | Date of Last CPI | Date of Next CPI |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| RENTAL CAR AGENCIES | | | | | | | | | | | | | |
| | | | | Land Lease - Serv. Facility - Improved Land | | | | 40,000 | | | $0.3500 | | |
| | | | | Land Lease - Serv. Facility - Vehicle Parking (Future) | Outside | No | | 15,000 | | | $0.2100 | | |
| [illegible] | Avis/Budget Car Rental - Rental Car Service Center | 1/1/2017 | 12/31/2023 | Land Lease - Combined Facility Additional Terms Factors | | | | 67,200 | | | $0.3400 | 2016 | New RAC Contract |
| | Enterprise Leasing Company - South Central, LLC d/b/a Alamo Rental & Car and National Car Rental - Rental Car Service Center | 2/1/2017 | 12/31/2023 | Land Lease - Serv. Facility - Improved Land | Outside | No | | 20,000 | 62,000 | | $0.3500 | | |
| | | | | Land Lease - Serv. Facility - Unimproved Land | | | | 42,000 | | | $0.2100 | | |
| 791173 | Hertz Corporation - Rental Car Service Center | 2/1/2017 | 12/31/2023 | Land Lease - Serv. Facility - Improved Land | Outside | No | | 62,000 | | | $0.3500 | 2016 | New RAC Contract |
| FIXED BASE OPERATOR (FBO) | | | | | | | | | | | | | |
| 782703 | Million Air Tallahassee (Talahassee Aviation Partners) | 8/1/2009 | 9/30/2029 | Fixed Based Operation (FBO) - Fuel Provider | Inside | Yes | 209,893 | 42,168 | 211,580 | | $0.0775 | 4/1/2021 | 8/1/2042 |
| GENERAL AVIATION AND OTHER USES | | | | | | | | | | | | | |
| 999978 | Civil Air Patrol, Florida Wing | 6/1/2021 | 12/31/2023 | General Aircraft Youth education programs/local support for disaster relief Terminal Area | Inside | Yes | | 10,125 | 17,125 | | $0.0900 | n/a | n/a |
| 729113 | Flightsafety - Aviation Hangar | 12/5/2014 | 2/14/2025 | Hangar Lease "Central Aviation" Aeronautical Hangar | Inside | Yes | 5,000 | 2,000 (lease hold) | 7,000 | | $0.3390 | 8/1/2021 | 1/1/2024 |
| 937342 | Flightline - Compass Pointe | 10/1/2017 | 9/30/2047 | "Site 2" Lease of Land & Facilities at Compass Pointe (Old Atlantic Terminal Building) - North Ramp | Inside | Yes | | | | | $0.1150 | 10/1/2021 | 10/1/2024 |
| 999999 | Flightline - Corporate Hangar | 11/1/2020 | 3/31/2036 | Corporate Hangar - Air Frame and Power Plant Repairs - Central Ramp | Inside | Yes | 180,857 | | 180,857 | | $0.3550 | 12/1/2021 | 12/1/2024 |
| 0000000 | Flightline - T-Hangar Operations | 1/1/2001 | 8/8/2035 | T-Hangars Operations - Phase I Complex | Inside | Yes | | 19,332 (apron/taxi parking) | 19,332 | | $0.3800 | 1/1/2021 | 1/1/2024 |
| 999999 | Flightline - Technical Services Hangar | 1/15/2020 | 12/4/2026 | Technical Services Hangar/Regional Service Facility - Central Apron | Inside | Yes | 66,900 | | 66,900 | | $0.3495 | 4/8/2021 | 4/1/2024 |
| 966554 | Flightline - U.S. Forest Service | 10/22/1998 | 12/31/2021 and month-to-month thereafter | Flightline hangar lot 1 U.S. Forest Service - North Apron (Old Air Flight School) | Inside | Yes | 8,430 (ramp/taxilane around hangar) | 15,836 (month-to-month parking area and edges of hangar) | 38,466 | | $0.3300 | n/a | n/a |
| FOR GOVERNMENT & PUBLIC AGENCIES | | | | | | | | | | | | | |
| 935584 | Florida Department of Law Enforcement (FDLE) | 5/1/2021 | Month-to-month, not to exceed three years (2/28/2024) | State Aeronautical Storage - South Airline grid Area, Florida Forestry Hangars | Inside | Yes | 42,876 | 8,120 | 43,996 | 1.01 | $0.3780 | | 5/1/2024 |
| 9447847381 | Florida Fish & Wildlife Conservation Commission (FWC) | 6/16/2020 | Month-to-month, not to exceed two years (3/31/2024) | Parking and storage of law enforcement vehicles, vessels, and equipment | On Airport property but inside outer perimeter fencing | No | | 43,560 | 43,560 | 1.00 | $0.3780 | | 6/16/2021 |
| 4832 | Gulf Power Company | 8/15/2000 | 4/1/2023, and continuing month to month thereafter | Unimproved Land Lease - Staging and storage of transmission poles, conductors and insulators - 100 acres of 20MW Solar I facility | On Airport property but inside outer perimeter fencing | No | | 923,472 | 923,472 | 21.20 | $0.2160 | N/A | N/A |
| 994756 | Enterprise Leasing Company - South Central, LLC - Compass Pointe Parking Lot | 9/25/2018 | 9/30/2023 | Remarketing at Compass Pointe Parking Lot - Used rental cars for resale | Outside | No | | 115,830 | 115,830 | | $0.3300 | | FY 2025 |
| CARGO | | | | | | | | | | | | | |
| 999068 | FedEx - Cargo Apron (Lease is between CDT and FedEx) | 1/1/2007 | 6/24/2028 | Cargo Operations - Cargo Apron | Inside | Yes | 200,160 | | 200,160 | 4.60 | $0.3665 | | |
| OTHER | | | | | | | | | | | | | |
| 6723 | Solar I - 20 MW Solar Farm (FL Solar 1, LLC) | 8/1/2016 | 6/11/2036 | Land Lease - 20 MW Solar Farm | On Airport property but outside outer perimeter fencing | No | | 5,311,082.40 | 5,311,082.40 | 139.63 (equivalent to 5,311,082.40 SF) | $0.0214 (54% increase) | 08/01/2021 | 10/1/2025 |
| 996440 | Solar A - 42 MW Solar Farm (FL Solar A, LLC) | 8/1/2019 | 12/31/2039 | Land Lease - 42 MW Solar Farm | On Airport property but inside outer perimeter fencing | No | | 14,386,213.20 | 14,386,213.20 | 330.267 (equivalent to 14,386,213.20 SF) | $0.007 (54% increase) | | 10/1/2025 |
| 937167 | U.S. Dept. of Commerce - NOAA - National Weather Service (NWS) (KTLH) Doppler | 10/1/2021 | 9/30/2026 | Lot for Land Lease - NWS KTLH AMO Doppler - Last of Terminal | Inside | No | | 129,827.60 | 129,827.60 | 3.21 (equivalent to 139,827.60 SF) | $0.503 | N/A | N/A |

**TLH LAND LEASES - Ground Lease Rates** (Updated 3/14/2022 by Spaulding/Iverson)

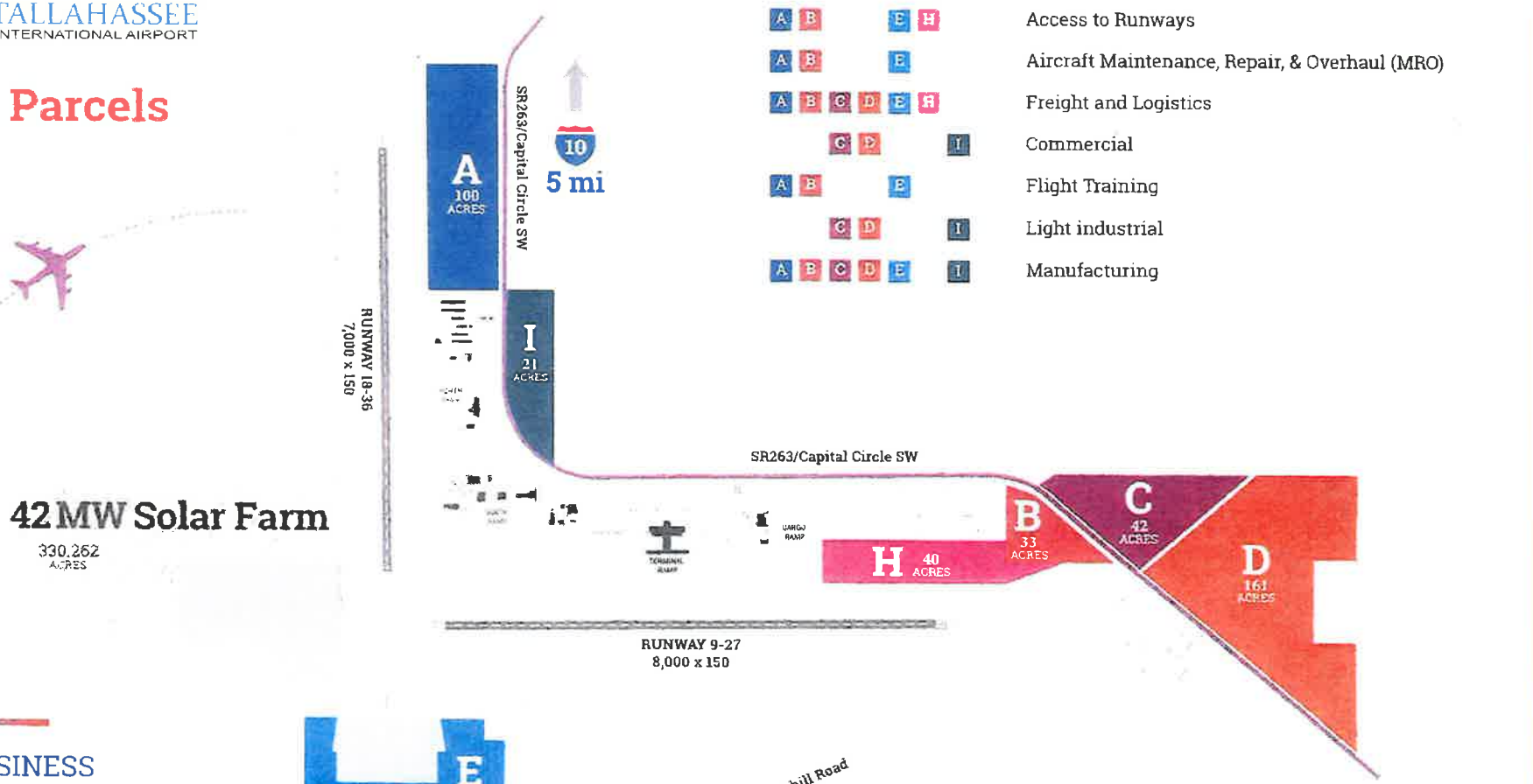
| Contract No. | Lessee | Commencement Date | Expiration Date | Description | Inside/Outside the Fence? | Runway Access? | Admin Terminal/Circulation Area (SF) | Other Leased Area (SF) | Total Land Currently Under Lease (SF) | Acreage | Ground Lease Rate (Rent/SF) | Date of Last CPI | Date of Next CPI |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RENTAL CAR AGENCIES** | | | | | | | | | | | | | |
| 997173 | Avis/Budget Car Rental - Rental Car Service Center | 7/1/2017 | 1/31/2023 | Lease Lease - Serv. Facility - Improved Land<br>Land Lease - Serv. Facility - Vehicle Parking (QTA's)<br>Land Lease - Compass Pointe Additional Fourth Parking | Outside | No | | 40,000<br>25,800<br>87,200 | | | $0.3500<br>$0.3200<br>$0.3500 | 2016 | Next RAC Contract |
| 997185<br>997173 | Enterprise Leasing Company - South Central, LLC d/b/a Alamo Rental A Car and National Car Rental - Rental Car Service Center<br>Hertz Corporation - Rental Car Service Center | 8/1/2017<br>1/31/2017 | 1/31/2023<br>1/31/2023 | Lease Lease - Serv. Facility - Improved Land<br>Land Lease - Serv. Facility - Unimproved Land<br>Land Lease - Serv. Facility - Improved Land | Outside<br>Outside | No<br>No | | 40,000<br>42,000<br>42,200 | 82,000 | | $0.3500<br>$0.3500<br>$0.3500 | 2016 | Next RAC Contract |
| **FIXED BASE OPERATOR (FBO)** | | | | | | | | | | | | | |
| 984796 | Million Air Tallahassee (Tallahassee Aviation Partners) | 8/1/2009 | 9/30/2039 | Fixed Based Operator (FBO) - Fuel Provider | Inside | Yes | 208,992 | 42,386 | 251,083 | | $0.3333 | 8/1/2021 | 8/1/2022 |
| **GENERAL AVIATION AIRCRAFT HANGAR LEASES** | | | | | | | | | | | | | |
| 994674 | Civil Air Patrol - Florida Wing | 1/1/2021 | 12/31/2023 | Central Apron - Youth aviation programs/local support for disaster relief - Hangar Lease | Inside | Yes | | 10,329 | 10,329 | | $0.0099 | n/a | n/a |
| 995813 | Flightline - Assistant Manager | 11/4/2020 | 11/14/2030 | America Hangar (Capital Aviation/"Anniversary Hangar") | Inside | Yes | 4,000 | 2,000 (mezzanine) | 2,000 | | $0.3190 | 4/1/2021 | 4/1/2024 |
| 995567 | Flightline - Compass Pointe | 10/1/2015 | 9/30/2067 | "Site 3" - Lease of Land & Facilities at Compass Pointe (Old Airline Terminal Building) - Base Rents | Inside | Yes | | | | | $0.3558 | 10/1/2021 | 10/1/2024 |
| 999364 | Flightline - Corporate Hangar | 11/11/2008 | 3/31/2038 | Corporate Hangar - Air Frame and Power Plant Repairs - Central Ramp | Inside | Yes | 330,108 | | 330,108 | | $0.3530 | 10/1/2021 | 10/1/2024 |
| 995813 | Flightline - T-Hangar Operations | 1/8/2004 | 1/8/2036 | T-Hangars Operations - Phase - Premises | Inside | Yes | | 23,537 (apron rent, parking) | 23,537 | | $0.3900 | 1/1/2022 | 1/1/2025 |
| 998512 | Flightline - Technical Services Hangar | 12/1/2010 | 12/4/2026 | Technical Services Hangar/Terminal Service Facility - Central Apron | Inside | Yes | 66,900 | | 66,900 | | $0.3435 | 8/1/2023 | 8/1/2024 |
| 998994 | Flightline - U.S. Forest Service | 10/23/1998 | 12/31/2021, and month-to-month thereafter | Flightline Sublease to U.S. Forest Service - North Apron ("Old Ace Flight School") | Inside | Yes | 3,450 (Operations ground facility) | 15,836 (wash rack, parking area, area in front of hangar) | 19,486 | | $0.3300 | N/A | N/A |
| **STORAGE, STAGING, & PARKING NON AERONAUTICAL LEASES** | | | | | | | | | | | | | |
| 993950 | Florida Department of Law Enforcement (FDLE) | 4/1/2021 | Month-to-month, not to exceed three years (2/28/2024) | Non Aeronautical Storage - South Apron (old Aero/Florida Forestry Hangar) | Inside | Yes | 42,878 | 3,120 | 45,998 | 1.06 | $0.230 | | 4/1/2024 |
| 993950/11183 | Florida Fish & Wildlife Conservation Commission (FFWCC) | 3/14/2017 | Month-to-month, not to exceed two years (3/13/2024) | Parking and storage of law enforcement vehicles, vessels and equipment | On Airport property but inside outer perimeter fencing | No | | 43,560 | 43,560 | 1.00 | $0.330 | | 3/14/2021 |
| 4832 | Gulf Power Company | 2/13/2020 | 4/12/2082, and continuing month-to-month thereafter | Encompasses Land Lease - Staging and storage of transmission poles, conductors and insulators - NW corner of 20MW solar I facility | On Airport property but inside outer perimeter fencing | No | | 42,472 | 42,472 | 1.00 | $0.330 | n/a | n/a |
| 997636 | Enterprise Leasing Company - South Central, LLC - Compass Pointe Parking Lot | 9/21/2015 | 9/30/2025 | Re-marketing of Compass Pointe Parking Lot - shall result can be longer | Outside | No | | 130,800 | 130,800 | | $0.330 | | EY 2025 |
| **CARGO** | | | | | | | | | | | | | |
| 998060 | Swift - Cargo Apron (Lease in between COT and Swift) | 8/1/2017 | 3/24/2028 | Cargo Operations - Cargo Apron | Inside | Yes | 200,160 | | 200,160 | 4.60 | $0.3645 | | |
| **OTHER** | | | | | | | | | | | | | |
| 3747 | Some I - 20 MW Solar Farm (FL Solar 1, LLC) | 8/1/2016 | 8/31/2046 | Land Lease - 20 MW Solar Farm | On Airport property but outside outer perimeter fencing | No | | 5,316,082.80 | 5,316,082.80 | 339.60 (equivalent to 5,711,082.80 SF) | $0.03 (4,854/acre/year) | 10/1/2021 | 10/1/2023 |
| 998980 | Solar II - 42 MW Solar Farm (FL Solar 2, LLC) | 8/1/2016 | 12/31/2038 | Land Lease - 42 MW Solar Farm | On Airport property but outside outer perimeter fencing | No | | 14,386,712.70 | 14,386,712.70 | 330.262 (equivalent to 14,386,712.70 SF) | $3,648 (5,854/acre/year) | | 10/1/2022 |
| 31/2021/10/0405/435 | U.S. Dept. of Commerce - NOAA - National Weather Service (NWS) NEXRAD Doppler | 10/1/2015 | 9/30/2021 | Air Force Land Lease - 0085 NEXRAD Doppler - East of Terminal | Inside | Yes | | 139,827.60 | 139,827.60 | 3.21 (equivalent to 139,827.60 SF) | $0.103 | N/A | N/A |

**TLH LAND LEASES - Ground Lease Rates** (Updated 3/14/2022 by Equicor/Quorum)

| Contract No. | Lessee | Commencement Date | Expiration Date | Description | Inside/Outside the Fence? | Runway Access? | Agric/Forest/Cultivation Area (SF) | Other Ground Area (SF) | Total Land Currently Under Lease (SF) | Acreage | Ground Lease Rate ($/sf/yr) | Date of Last CPI | Date of Next CPI |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **RENTAL CAR AGENCIES** | | | | | | | | | | | | | |
| 997723 | Avis/Budget Car Rental - Rental Car Service Center | 7/1/2017 | 2/21/2023 | Land Lease - Serv. Facility - Improved Land<br>Land Lease - Serv. Facility - Vehicle Parking (Gravel)<br>Land Lease - Complex Fence Additional Paved Parking | Outside | No | | 42,000<br>45,500<br>97,700 | | | $0.3500<br>$0.3500<br>$0.3500 | 2016 | Need RAC Contract |
| 997181<br>997339 | Enterprise Leasing Company - South Central, LLC d/b/a Alamo Rental A Car and National Car Rental - Rental Car Service Center<br>Hertz Corporation - Rental Car Service Center | 2/1/2018<br>1/1/2017 | 1/31/2023<br>1/31/2024 | Land Lease - Serv. Facility - Improved Land<br>Land Lease - Serv. Facility - Unimproved Land<br>Land Lease - Serv. Facility - Improved Land | Outside<br>Outside | No<br>No | | 40,000<br>12,000<br>62,000 | 62,000 | | $0.3500<br>$0.2100<br>$0.3500 | 2016 | Need RAC Contract |
| **FIXED BASE OPERATORS (FBO)** | | | | | | | | | | | | | |
| 998796 | Million Air Tallahassee (Tallahassee Aviation Partners) | 8/1/2009 | 9/30/2039 | Fuel Agent Operator (FAO) - Fuel Provider | Inside | Yes | 209,892 | 42,186 | 252,080 | | $0.4313 | 6/1/2021 | 6/1/2022 |
| **GENERAL AVIATION AIRCRAFT HANGARS** | | | | | | | | | | | | | |
| 995636 | Civil Air Patrol, Florida Wing | 1/1/2021 | 12/31/2021 | General Aviation - Youth aviation programs/civil support for disaster relief - Nominal lease | Inside | No | | 10,128 | 10,128 | | $0.0099 | N/A | N/A |
| 995619 | Flightline - Aviators Hangar | 11/4/2004 | 11/4/2024 | Aviators Hangar (Capital Aviators/"Aviators Hangar") | Inside | Yes | 9,000 | 2,000 (per Long) | 7,000 | | $0.4140 | 6/1/2021 | 6/1/2026 |
| 997342 | Flightline - Compass Pointe | 10/1/2015 | 9/30/2019 | "Lot 1" Lease of Land & Facilities at Compass Pointe (Old Active Aviation Business) - North Ramp | Inside | Yes | | | | | $0.3438 | 10/1/2021 | 10/1/2024 |
| 998360 | Flightline - Corporate Hangar | 11/21/2009 | 9/31/2038 | Corporate Hangar - Air Frame and Power Plant Repairs - Central Ramp | Inside | Yes | 130,109 | | 130,109 | | $0.3550 | 12/1/2021 | 12/1/2024 |
| 0TC0093 | Flightline - T Hangar Operations | 1/5/2001 | 1/8/2026 | T-Hangars Corridors - Phase I Premises | Inside | Yes | | 29,491 (each rec. parking) | 29,532 | | $0.3800 | 1/1/2022 | 1/1/2025 |
| 991432 | Flightline - Technical Services Hangar | 12/5/2006 | 12/4/2026 | Technical Services Hangar/Regional Service Facility - Central Apron | Inside | Yes | 66,900 | | 66,900 | | $0.3435 | 6/1/2021 | 6/1/2026 |
| 998554 | Flightline - U.S. Forest Service | 10/27/1998 | 12/31/2021, and month-to-month thereafter | Flightline Sublease to U.S. Forest Service - North Apron ("Old Ace Flight School") | Inside | Yes | 3,690 (for aprons around hangar) | 15,816 (each rec., parking area, area in front of hangar) | 19,506 | | $0.3300 | N/A | N/A |
| **STORAGE, PARKING & PAVING AGREEMENTS (SPAPA)** | | | | | | | | | | | | | |
| 995584 | Florida Department of Law Enforcement (FDLE) | 1/1/2021 | Month-to-month, not to exceed three years (12/28/2024) | Non-Aeronautical Storage - South Apron (c/o Ace/Florida Forestry Hangar) | Inside | Yes | 47,876 | 3,140 | 51,016 | 1.06 | $0.330 | | 8/2/2024 |
| 994768/21182 | Florida Fish & Wildlife Conservation Commission (FFWCC) | 2/16/2022 | Month-to-month, not to exceed two years (12/13/2024) | Parking and storage of law enforcement vehicles, vessels and equipment | On Airport property but inside outer perimeter fencing | No | | 43,560 | 43,560 | 1.00 | $0.330 | | 2/16/2024 |
| 4832 | Gulf Power Company | 7/13/2020 | 6/12/2021, and continuing month-to-month thereafter | Unimproved Land Shared - Staging and storage of transmission poles, conductors and insulators - NW corner of 20MW Solar I Project | On Airport property but inside outer perimeter fencing | No | | 92,432 | 92,432 | 21.20 | $0.280 | N/A | N/A |
| 997626 | Enterprise Leasing Company - South Central, LLC - Compass Pointe Parking Lot | 9/21/2015 | 9/30/2025 | Remarketing at Compass Pointe Parking Lot - Used rental cars for resale | Outside | No | | 330,800 | 330,800 | | $0.330 | | FY 2025 |
| **CARGO** | | | | | | | | | | | | | |
| 999060 | FedEx - Cargo Apron (Lease is between COT and FedEx) | 1/1/2017 | 1/14/2028 | Cargo Operations - Cargo Apron | Inside | Yes | 200,160 | | 200,160 | 4.60 | $0.3645 | | |
| **OTHER** | | | | | | | | | | | | | |
| 4963 | Solar I - 20 MW Solar Farm (FL Solar 3, LLC) | 8/1/2015 | 7/31/2035 | Land Lease - 20 MW Solar Farm | On Airport property but inside outer perimeter fencing | No | | 5,211,082.80 | 5,211,082.80 | 119.63 (equivalent to 5,211,082.80 SF) | $0.0134 ($49/acre/year) | 10/1/2021 | 10/1/2026 |
| 997862 | Solar II - 42 MW Solar Farm (FL Solar 4, LLC) | 6/1/2019 | 12/31/2039 | Land Lease - 42 MW Solar Farm | On Airport property but inside outer perimeter fencing | No | | 14,386,312.70 | 14,386,312.70 | 330.252 (equivalent to 14,386,312.70 SF) | $3.441 ($495/acre/year) | | 10/1/2022 |
| 997707/15SEDA016JC | U.S. Dept. of Commerce - NOAA - National Weather Service (NWS) NEXRAD Doppler | 10/1/2015 | 9/30/2025 | Airfield Land Lease - (FWS/NOAA/E Support - Loss of Revenue) | Inside | No | | 139,827.60 | 139,827.60 | 3.21 (equivalent to 139,827.60 SF) | $0.103 | N/A | N/A |

TALLAHASSEE
INTERNATIONAL AIRPORT

# Parcels




| | |
|---|---|
| A B E H | Access to Runways |
| A B E | Aircraft Maintenance, Repair, & Overhaul (MRO) |
| A B C D E H | Freight and Logistics |
| C D I | Commercial |
| A B E | Flight Training |
| C D I | Light industrial |
| A B C D E I | Manufacturing |

## PRO-BUSINESS ADVANTAGES

- Freight, Logistics and Distribution
- Manufacturing
- Aviation and Aerospace
- Research and Development (R&D)
- Aircraft Maintenance (A&P)
- Workforce Development
- Advanced Air Mobility

The **6-Lane Expansion** of Capital Circle provides easy access to **Interstate 10** located just **5 miles** north of the Airport

TALLAHASSEE
INTERNATIONAL AIRPORT

# PEER AIRPORT CONTACTS LIST

**Jackson Municipal Airport Authority (JMAA)**
Jack B. Weldy, Jr. /Properties Manager
P.O. Box 98109
Jackson, MS 39298-8109
Phone: 601-939-5631 X345 | Fax: 601-664-3545

**Destin- Fort Walton Beach Airport (VPS)**
David E. Miner
Airport Administration
Phone: 850-651-7160 Ext: 203 | Fax: 850-651-7164
www.Okaloosaregionalairport.com

**Myrtle Beach International Airport (MYR)**
Ryan Betcher | Business Development Manager
E-mail address: betcherr@horrycounty.org
843-448-1580

**Mcghee Tyson Airport – Metropolitan Knoxville Airport Authority (TYS)**
Mihai Smighelschi | E-mail address: smig@tys.org | 865-342-3011

**Naples Municipal Airport (Naples Airport Authority) (NMA)**
Pam Rinehart
Administrative Assistant, Operations
160 Aviation Drive North | Naples, FL 34104
Phone: 239-643-3773 | Fax: 239-643-4084
Pam Rinehart | E-mail address: leasing@flynaples.com
Ted Soliday | E-mail address: tsoliday@flynaples.com

**Charleston International Airport (CHS)**
Robert Carew, A.A.E. Properties Administrator
Charleston County Aviation Authority
5500 International Boulevard, #101
Charleston, SC 29418-6911
Phone: (843) 767-7101 | Fax: (843) 760-3020 | E-mail address: rcarew@chs-airport.com

**Pensacola International Airport (PNS)**
Belinda Zephir | E-mail address: bzephir@ci.pensacola.fl.us

**Orlando International Airport (MCO)**
Karen Kosciusko
E-mail Address: kkosciusko@goaa.org | 407-825-4025

**St. Petersburg - Clearwater International Airport** (PIE)
Jeff Clauss, Director of Air Service Development & Marketing
14700 Terminal Blvd., Suite #221
Clearwater, Fl 33762
Phone: (727) 453-7809 Fax: (727) 453-7846 | Email: jclauss@fly2pie.com
Bob Humberstone | Real Estate Properties Manager | rhumber@fly2pie.com

**Tampa International Airport (TPA)**
Connie J. Mundzak | Procurement Agent | 813-801-6040
E-mail address: cmundzak@tampaairport.com

**Huntsville International Airport (HSV)**
Barbie Peek | Director, Business Development
E-mail address: Barbie@hsvairport.org
1000 Glenn Hearn Blvd. | Box 20008
Huntsville, Al 35824

**Columbia Metropolitan Airport (CAE)**
Francis Murray | Manager of Planning & Development
E-mail address: f.murray@columbiaairport.com

**Jacksonville International Airport (JAX)**
Paul Gerrety, Airport Properties Administrator
P.O. Box 18018
Jacksonville, FL 32229
Office 904-741-3628 | Fax 904-741-2011
E-mail: paul.gerrety@flyjacksonville.com

**Fort Lauderdale-Hollywood International Airport (FLL)**
Diane Harris | diaharris@broward.org | Assistant Airport Properties Manager
Office: 954.359.6477 | Fax: (954) 359-1331

**Savannah Airport Commission/ Savannah International Airport (SAV)**
Joanne D. Mueller
Properties Manager
400 Airways Avenue
Savannah, Georgia 31408
Phone: (912) 964-0514 ext. 3336 | Fax: (912) 964-0877
jmueller@savannahairport.com

**Panama City Bay County International Airport (ECP)**
Kip Turner
E-mail address: kturner@pcairport.com
Phone: (850) 763-6751

**Mobile Regional Airport (MOB)**
Carleen Stout-Clark
DIRECTOR OF REAL ESTATE AND DEVELOPMENT
E-mail address: carleen@mobairport.com
Phone: (251) 650-1487

**Piedmont Triad Airport Authority/Greensboro (PTI)**
Stephanie Freeman
Marketing and Customer Relations Manager
E-mail address: freemans@gsoair.org
Phone: (336) 665-5600

**Gainesville Regional Airport (GNV)**
Lynn Noffsinger
Grants & Contracts Administrator
Phone: (352) 373-0249 ext. 123 | Fax: (352) 374-3868
E-mail address: schiemann@flygainesville.com

**Palm Beach International Airport (PBI)**
Laura Beebe
Deputy Dir, Airport Business Affairs
E-mail address: laura.beebe@pbia.org
Phone: (561) 471-7403

**Greenville Spartanburg Airport (GSP)**
Scott C. Carr
Director-Properties & Development
2000 GSP Drive, Suite 1
Greer, SC 29651
Phone: 864-848-6222 | E-mail address: scarr@gspairport.com

**Orlando Sanford Airport (SFB)**
Raymond Wise
E-mail address: rwise@orlandosanfordairport.com
Phone: (407) 585-4000

**Daytona Beach International Airport (DAB)**
Jay Cassens
Director of Business Development
E-mail address: jcassens@volusia.org
Phone: (386) 248-8030 ext. 18319

**Miami International Airport (MIA)**
Ray Diaz
Chief of Commercial Operations
Email Address: rdiaz@miami-airport.com
Phone: (305) 876-7627

**Sarasota Bradenton International Airport (SRQ)**
John Schussler
Dir, Properties
E-mail address: john.schussler@srq-airport.com
Phone: (941) 359-2770 ext. 4214

**Melbourne International Airport (MLB)**
Jack Schluckebier, Ph.D.
E-mail address: Authority@mlbair.com
Phone: (321) 723-6227

**Southwest Florida International (Ft. Myers/Lee County) (RSW)**
Ed Moran
Sr Mgr, Properties & Contracts
Email Address: ewmoran@flylcpa.com
Phone: (239) 590-4551

**Florida Keys Marathon Airport (no commercial airlines since 2000) (MTH)**
At This Time We Are Without A Carrier.
April Pearson
E-mail address: pearson-april@monroecounty-fl.gov
Phone: (305) 289-6060

## Summary

**Parcel ID:**
4107208010000

**Location:**
3216 CAPITAL CIR SW
View All Addresses

**Subdivision Name:**
UNPLATTED LAND

**Owner(s):**
CITY OF TALLAHASSEE

**Property Use:**
8900 - MUNICIPAL

**Tax District:**
1 – CITY

**Mailing Address:**
C/O REAL ESTATE DEPT
300 S ADAMS ST BOX A-15
TALLAHASSEE FL 32301

**Legal Desc:**
SECTIONS 7 8 15 16 17 18 19 20 21 22 T1S R1W
DB 210/27 224/157 225/57 225/349 225/531 226/52
OR 904/1621 915/1713 LESS ROW OR 5322/483 5675/1913(F K)

**Acreage:**
2151.26 ±

**Parent Parcel ID:**
None

## Sales Information

No sales information available.

## Certified Value History

| Tax Year | Land | Building | Total Market | Homestead Savings | Classified Use |
|---|---|---|---|---|---|
| 2024 | $13,018,549 | $56,944,338 | $69,962,887 | $0 | $0 |
| 2023 | $12,400,812 | $57,159,056 | $69,559,868 | $0 | $0 |
| 2022 | $12,400,812 | $62,802,613 | $75,203,425 | $0 | $0 |

## Homestead Information

| Tax Year | Status | Details |
|---|---|---|
| 2025 | No | |
| 2024 | No | |

## 2024 Certified Taxable Values

| Taxing Authority | Millage Rate | Market | Assessed | Exempt | Taxable |
|---|---|---|---|---|---|
| Leon County | 8.31440 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| Leon County - Emergency Medical Service | 0.75000 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |

| Taxing Authority | Millage Rate | Market | Assessed | Exempt | Taxable |
|---|---|---|---|---|---|
| Children Services Council | 0.34770 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| School - State Law | 3.13600 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| School - Local Board | 2.24800 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| City of Tallahassee | 4.42000 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |
| NW FL Water Management | 0.02180 | $69,962,887 | $69,962,887 | $69,962,887 | $0 |

## Buildings

| # | Building Use | Building Type | Yr Built | Heated/Cooled SqFt | Auxiliary SqFt |
|---|---|---|---|---|---|
| **1** | **Commercial** | **Airport Terminal** | **1990** | **203,408** | 0 |
| **2** | Commercial | Office Industrial | 2000 | 6,750 | 0 |
| **3** | Commercial | Warehouse | 1980 | 2,600 | 0 |
| **4** | Commercial | Fire Station | 1970 | 5,735 | 0 |
| **5** | Commercial | Warehouse | 1990 | 16,800 | 0 |
| **6** | Commercial | Warehouse | 1980 | 12,000 | 0 |
| **7** | Commercial | Warehouse | 1980 | 1,800 | 0 |
| **8** | Commercial | Independent Auto Center | 1980 | 4,680 | 0 |
| **9** | Commercial | Office Industrial | 1980 | 2,720 | 0 |
| **10** | Commercial | Warehouse | 1989 | 6,000 | 0 |
| **11** | Commercial | Airport Terminal | 1996 | 13,326 | 0 |
| **12** | Commercial | Office Industrial | 1989 | 2,700 | 0 |
| **13** | Commercial | Airport Terminal | 1980 | 44,546 | 0 |
| **14** | Commercial | Warehouse | 1985 | 6,600 | 0 |
| **15** | Commercial | Airport Terminal | 2000 | 19,404 | 0 |
| **16** | Commercial | Warehouse | 1974 | 27,380 | 0 |
| **17** | Commercial | Warehouse | 1961 | 6,960 | 0 |
| **18** | Commercial | Office Industrial | 1950 | 1,144 | 0 |
| **19** | Commercial | Warehouse | 1987 | 6,117 | 0 |
| **20** | Commercial | Classroom/Training | 1968 | 22,717 | 0 |
| **21** | Commercial | Classroom/Training | 1982 | 1,675 | 0 |
| **22** | Commercial | Classroom/Training | 1989 | 3,960 | 0 |
| **23** | Commercial | Office Industrial | 1970 | 2,040 | 0 |
| **24** | Commercial | Warehouse | 1985 | 12,250 | 0 |
| **25** | Commercial | Warehouse | 1985 | 7,020 | 1,976 |
| **26** | Commercial | Warehouse | 1985 | 4,784 | 0 |
| **27** | Commercial | Warehouse | 1995 | 7,615 | 0 |
| **28** | Commercial | Warehouse | 1985 | 11,520 | 0 |
| **29** | Commercial | Warehouse | 1985 | 9,396 | 0 |
| **30** | Commercial | Warehouse | 1985 | 27,574 | 0 |

| # | Building Use | Building Type | Yr Built | Heated/Cooled SqFt | Auxiliary SqFt |
|---|---|---|---|---|---|
| **31** | Commercial | Warehouse | 2002 | 7,640 | 0 |
| **32** | Commercial | Warehouse | 2002 | 9,120 | 0 |
| **33** | Commercial | Warehouse | 2002 | 19,152 | 0 |
| **34** | Commercial | Warehouse | 2002 | 19,152 | 0 |
| **35** | Commercial | Warehouse | 2005 | 6,000 | 0 |
| **36** | Commercial | Fire Station | 1997 | 10,660 | 0 |
| **37** | Commercial | Distribution Warehouse | 2008 | 15,141 | 540 |

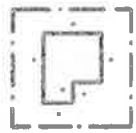
**Building #1 Details**

**Characteristics**

| | |
|---|---|
| **Tax year** | 2024 |
| **Improvement Name** | TALLAHASSEE INTERNATIONAL AIRP |
| **Identical Buildings** | 1 |
| **Exterior Wall** | Concrete Blk/Stucco |
| **Frame** | Fire Prf Steel |
| **Roof Frame** | Bar Joist/Rigid Frame |
| **Roof Cover / Deck** | Built Up/Composition |
| **Pool** | No |

| Area # | Description | SqFt |
|---|---|---|
| A0 | Passenger Terminal | 203,408 |

**Building #1 Sketch**



Sorry no sketch available for this record

Tallahassee - Leon County
GEOGRAPHIC INFORMATION SYSTEMS

# PROPERTY INFORMATION SHEET

## PROPERTY INFORMATION

HTTPS://TINYURL.COM/LEONCOFLPA
850.606.6201

| | |
|---|---|
| Property ID: | 4107208010000 |
| Mailing Address: | 300 S ADAMS ST BOX A-15<br>TALLAHASSEE FL 32301 |
| Subdivision: | Not in a Subdivision |
| Certified Tax District: | CITY |
| Certified Market Value: | $ 69962887 |
| Save Our Homes Value: | $ 69962887 |
| Certified Exempt Value: | $ 69962887 |
| Certified Taxable Value: | $ 0 |



## ADDRESSING INFORMATION

HTTPS://TINYURL.COM/COTADDRESSING
850.891.7001

| | |
|---|---|
| Site Address: | 3216 CAPITAL CIR SW |
| City Limits: | IN |

## PROPERTY TAX INFORMATION

HTTPS://TINYURL.COM/LEONCOTAX
850.606.4700

| | |
|---|---|
| Property Tax: | $ 0 |

## ZONING & LAND USE INFORMATION

HTTPS://TINYURL.COM/TALGOVPLANNING
850.891.6400

| | |
|---|---|
| Zoning District:<br>https://tinyurl.com/TalGovZoning | GO-2 |
| Zoning Code:<br>https://tinyurl.com/TalGovZoning | Government Operation - 2 |
| Future Land Use:<br>https://tinyurl.com/LeonCoFutureLandUse | MULTIPLE FUTURE LAND USE DESIGNATIONS |
| Historic Preservation Overlay: | No |
| Urban Service Area: | Yes |

## PLANNING AREAS

| | |
|---|---|
| Downtown Overlay: | No |
| Multi-Modal Transportation District: | No |
| Springs Protection<br>https://tinyurl.com/SpringsProtection /<br>Priority Focus Area<br>https://tinyurl.com/PriorityFocusArea | Yes / Yes |
| Advanced Wastewater Treatment Required:<br>https://tinyurl.com/WasteWaterPlan | Yes |
| Southside Action Plan: | Yes |
| Canopy Road Protection Zone: | Not Present |

## ECONOMIC INCENTIVE AREAS

HTTP://OEVFORBUSINESS.ORG/
850.219.1080

| | |
|---|---|
| Downtown Community Redevelopment Area: | No |
| Frenchtown/Southside Community Redevelopment Area: | No |
| Historically Underutilized Business Zone: | No |
| Urban Jobs TCA: | No |

## SCHOOL ZONE INFORMATION

HTTPS://TINYURL.COM/LEONCOSCHOOLZONE
850.487.7110

| | |
|---|---|
| Elementary School: | Pineview Elementary School |
| Middle School: | Nims Middle School |
| High School: | Rickards High School |

## EMERGENCY SERVICES INFORMATION

| | |
|---|---|
| Police District:<br>https://tinyurl.com/TalGovPublicSafety | SOUTHERN |
| Police Area: | SW |
| Police Beat: | 12 |
| Sheriff District:<br>http://www.leoncountyso.com | LC Sheriff |
| Fire Response Zone:<br>https://tinyurl.com/TalGovFire | Fire Station No. 5 |
| Fire Station Address: | 3238 CAPITAL CIR SW |

## ELECTIONS INFORMATION

HTTPS://WWW.LEONVOTES.ORG
850.606.8601

| | |
|---|---|
| Voter Precinct: | 2306 |
| Poll Location: | Calvary Missionary Baptist Church |
| Poll Address: | 1915 Dale St |
| School Board Dist.: | 3 |
| School Board Rep.: | Darryl Jones |
| Phone: | 850-487-7110 |
| County Comm Dist.: | 2 |
| County Comm.: | Christian Caban |
| Phone: | 850-606-5362 |
| County Comm At-Large: | Carolyn Cummings |
| Phone: | 850-606-5369 |
| County Comm At-Large: | Nick Maddox |
| Phone: | 850-606-5367 |
| Mayor: | John E. Dailey |
| Phone: | 850-891-2000 |
| City Comm.: | Jacqueline Porter |
| City Comm.: | Curtis Richardson |
| City Comm.: | Jeremy Matlow |
| City Comm.: | Dianne Williams-Cox |
| Phone: | 850-891-8181 |
| FL House Dist.: | 8 |
| FL House Rep.: | Gallop Franklin |
| Phone: | 850-717-5008 |
| FL Senate Dist.: | 3 |
| FL Senate Rep.: | Corey Simon |
| Phone: | 850-487-5003 |
| US Congress Dist.: | 2 |
| US Congress Rep.: | Neal Dunn |
| Phone: | 850-891-8610 |

## FLOOD INFORMATION

HTTPS://TINYURL.COM/TALGOVFLOOD
850.891.7001

| | |
|---|---|
| Flood Management Agency: | City Of Tallahassee Land Use and Environmental Services<br>(850) 891-7001 option #4 |
| Special Flood Hazard Area Designation: | In |

**FEMA Disclaimer:** The flood plain information shown here only represents special flood hazard areas identified by FEMA on the Flood Insurance Rate Maps (FIRM) This information may not represent all potential flood hazards on a property; unmapped floodplains and/or other sources of flooding may be present. Areas located outside the FEMA Flood Zones on this map and outside any unmapped flood zones are located in a moderate-to-low risk or an undertermined-risk area. Contact the agency above for more information.

**Note:** This product has been compiled from the most accurate source data available in the public records of Leon County. For more information visit: tlcgis.org

TALLAHASSEE
INTERNATIONAL AIRPORT

# SCHEDULE OF RATES AND CHARGES

Effective: October 1, 2024

TALLAHASSEE
INTERNATIONAL AIRPORT

To All Airport Tenants and Users:

The City of Tallahassee owns and operates the Tallahassee International Airport as a public-use, commercial service airport. Section 1 of the *Airport Rules and Regulations* and *Minimum Standards* has charged the Aviation Department and the Director of Aviation with the responsibility for the safe and efficient operation of the Airport, the daily management of the Airport, as well as the authority to establish necessary Airport rates and charges as needed to meet this charge.

Accordingly, this Schedule of Rates and Charges for Airport Tenants, Air Carriers, and other users is established and assessed against any person or entity conducting, carrying on, or engaging in activities or services at the Airport without discrimination. Any questions should be directed to:

Tallahassee International Airport
Attention: Deputy Director, Airport Finance and Administration
3300 Capital Circle, S.W. – Suite 1
Tallahassee, FL 32310

This Schedule of Rates and Charges supersedes previous rates and charges and hereby becomes effective on October 1, 2024 and may be adjusted as required.

David J. Pollard, C.M.
Director of Aviation

10/1/24
Date

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## AIRLINES *(With Use and Lease Agreement):*

| Description | Signatory | Non-Signatory | Comments |
|---|---|---|---|
| **Airfield** | | | |
| Landing Fee | $3.21 | $4.01 | Per 1,000 pounds certified maximum gross landing weight |
| **Terminal** | | | |
| Average Terminal Rental | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| **Preferential Use** | | | |
| Airline Ticket Counter | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| Airline Ticket Office | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| Bag Service Office | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| Airline Operations Area | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| Holdroom | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| Commuter Gate | $57.19 | $71.49 | Per Sq. Ft. Per Yr. |
| Passenger Boarding Bridge | $64,891.09 | $81,113.86 | Per Year |
| **Joint Use** | | | |
| Baggage Claim | $57.19 | $57.19 | Per Sq. Ft. Per Yr. |
| Bag Make-up | $57.19 | $57.19 | Per Sq. Ft. Per Yr. |
| Other Airline | $57.19 | $57.19 | Per Sq. Ft. Per Yr. |
| **Security** | | | |
| Passenger Security | $5.96 | $7.45 | Per Enplaned Passenger |
| **Baggage Handling System** | | | |
| Baggage Handling System Fee | $0.28 | $0.28 | Per Enplaned Passenger |
| **Per Use Fees** | | | |
| Commuter Gate | $54.06 | $67.58 | Per Use / Flight / Not to Exceed 2 hrs. |
| Passenger Boarding Bridge | $148.47 | $185.59 | Per Use / Flight / Not to Exceed 2 hrs. |
| Ticket Counter | $26.12 | $32.65 | Per Use / Flight / Not to Exceed 2 hrs. |
| **Remote Hardstand Parking** | **Rate** | | |
| Aircraft under 50,000 MGLW | $100.00 | Per Use / Flight / 24 hrs. | |
| Aircraft 50,000 to 100,000 MGLW | $125.00 | Per Use / Flight / 24 hrs. | |
| Aircraft over 100,000 MGLW | $175.00 | Per Use / Flight / 24 hrs. | |

**NOTE**: Airline Rates and Charges are subject to annual updates on October 1st or sooner as may be required pursuant to the *Signatory Airline-Airport Use Agreements*.

## AIRLINES *(Without Use and Lease Agreement) including Charters/Unscheduled Operations at City Gate:*

| Description | Rate | Comments |
|---|---|---|
| Landing Fee* | $4.67 | Per 1,000 pounds certified maximum gross landing weight |
| Commuter Gate | $67.58 | Per Use / Flight / Not to Exceed 2 hrs. |
| Passenger Boarding Bridge | $185.59 | Per Use / Flight / Not to Exceed 2 hrs. |
| Ticket Counter | $32.65 | Per Use / Flight / Not to Exceed 2 hrs. |
| Baggage Handling System Fee | $0.28 | Per Enplaned Passenger |
| **Remote Hardstand Parking** | **Rate** | |
| Aircraft under 50,000 MGLW | $100.00 | Per Use / Flight / 24 hrs. |
| Aircraft 50,000 to 100,000 MGLW | $125.00 | Per Use / Flight / 24 hrs. |
| Aircraft over 100,000 MGLW | $175.00 | Per Use / Flight / 24 hrs. |

* Also, applicable to charters/nonscheduled operations not handled at Terminal.

## PASSENGER FACILITY CHARGE (PFC):

| Description | Fee | Comments |
|---|---|---|
| PFC Imposed | $4.50 | Per Enplaned Passenger |

**PFC Remittance** is to be on a monthly basis and no later than the last day of the following calendar month in which they were collected. Send PFC remittances to:

Tallahassee International Airport
Attention: Finance & Administration Division
3300 Capital Circle, S.W. – Suite 1
Tallahassee, FL 32310

## BADGES AND SECURITY:

| Fee | Rate | Comments |
|---|---|---|
| Security Identification Badge (Initial) | $60.00 | Per Person, Per Badge |
| Security Identification Badge (Reissue/Reprint) | $60.00 | Per Person, Per Badge. Note: Assessed for reissuing or reprinting of badge. |
| Badge Reinstatement | $250.00 | Per Person, Per Badge. **Note:** Assessed for failure to attend mandatory re-training or mandatory meeting upon issuance of a *Notice of Violation.* |
| Criminal History Record Check | $60.00 | Per Person |
| Late Renewal | $60.00 | Per Badge. **Note:** Assessed when Security Identification Badge is ***not*** renewed prior to its expiration date. If badge has been expired for more than 30 days, individual will be considered a *new badge applicant.* |
| Lost/Replacement Badge | $100.00 | Per Badge; $30 refund if found and returned within five calendar days. |
| Lost/Unreturned Key | $150.00 | Per Key |
| Unreturned Badge | $150.00 | Employer Charge |
| Air Operations Area (AOA) Vehicle Permit (Annual) | $30.00 | Per Vehicle. **Note:** Does not apply to Government vehicles, Airline Ground Support vehicles or Construction equipment. AOA Vehicle Permit is required for all vehicles operated or parked within the AOA/Perimeter Fence. |
| AOA Vehicle Permit Replacement | $30.00 | Reissue/Replacement. Per Vehicle. |

## CARGO:

| Facility | Signatory | Non-Signatory | Comments |
|---|---|---|---|
| Landing Fee | $3.21 | $4.01 | Per 1,000 pounds certified maximum gross landing weight |
| | **Rate** | | |
| Ramp Area | $0.51 | Per square foot per year, or as negotiated. | |
| Air Cargo Building | $16.60 | Per square foot per year, or as negotiated. | |
| Land Lease | $0.51 | Per square foot per year, or as negotiated. | |

## CONCESSIONS:

**NOTE**: Concession Agreements are let by competitive Bid or Request for Proposal (RFP) and generally include monthly payments of the greater of a percentage (%) Concession Fee or a Minimum Annual Guarantee (MAG). Required facilities, capital investment, term, audit and reporting requirements, and customer service standards are incorporated into the Agreements.

| Description | Concession Fee | Comments |
|---|---|---|
| Automatic Teller Machine (ATM) | 60% | of Transaction Fees |
| Cash To Card Kiosk | 10% | of Card Issuance Fees or Minimum Annual Guarantee |
| Food and Beverage | 12%-15% | of Gross Receipts or Minimum Annual Guarantee |
| Off-Airport Parking | 12.5% | of Gross Receipts |
| Peer-to-Peer Vehicle Sharing | *6.5% | of Gross Receipts or as negotiated<br>*In addition to standard Airport parking fees |
| Rental Car Agencies | 10%-12.5% | of Gross Receipts or Minimum Annual Guarantee |
| Retail/Gift Shop | 11%-13% | of Gross Receipts or Minimum Annual Guarantee |
| Terminal Advertising | 30%-60% | of Gross Receipts or Minimum Annual Guarantee |

## FBO/SASO:

**NOTE:** See Airport website http://www.talgov.com/airport/doingbusiness.aspx for *Minimum Standards* and requirements for Fixed Base Operators [FBO] and Specialized Aeronautical Services Operators [SASO].

## FUEL FLOWAGE:

| Fueling | Rate | Comments |
|---|---|---|
| Retail | $0.13 | Per gallon |
| Commercial Carriers | $0.02 | Per gallon Under-wing |
| Self-Fueling (Jet A, Avgas, Mogas, Diesel & Unleaded) | $0.13 | Per gallon |

## GENERAL AVIATION LANDING FEES:

Effective October 1, 2021, the Tallahassee International Airport ("TLH") has authorized Vector Airport Systems, LLC ("Vector") to begin billing and collecting General Aviation ("GA") Landing Fees for GA fixed-wing aircraft and commercial charter operations on our behalf. Effective October 1, 2022, TLH has authorized Vector to begin billing and collecting Rotary-wing Landing Fees on our behalf.
To view the Policy Notice for fixed-wing aircraft, **please visit this link**.
To view the Policy Notice for rotary-wing aircraft, **please visit this link**.

### Exemptions:

The Airport will waive Landing Fees (not fuel flowage fees*) for:

- Based aircraft
- Government-Owned (Federal, State of Florida, and Law Enforcement Agency aircraft) and Military Aircraft registered as owned by the government according to the Federal Aviation Administration ("FAA") Registry
- GA transient aircraft weighing less than 6,000 pounds MLW (Excluding Rotary-wing Aircraft)

* Fuel flowage fees are paid to the applicable FBO/Aero Center Tallahassee or Million Air Tallahassee (not to Vector).

| Fee | Rate | Comments |
|---|---|---|
| Fixed-wing Landing Fee | $4.67 | Per 1,000 pounds certified maximum gross landing weight |
| Rotary-wing Landing Fee | $24.60 | Per landing |

### Payment Options:

- **Credit Cards Accepted:** American Express, Visa, MasterCard, and Discover are acceptable forms of payment. There is a service provider processing fee of 3% of the total amount paid.
- **Checks:** Mail checks to the remittance address shown in the upper left corner of any Vector invoice. Checks MUST include the Invoice Number or Operator ID.
- **ACH/Wire Payments:** Please email billing@vector-us.com for banking details. Remittance information should also be sent to this email address.
- **Cash is not accepted, nor can cash or check be directly paid to TLH.**

The Vector Customer Portal is a self-service payment portal that allows aircraft operators to manage their accounts and may be accessed by visiting: https://payment.planepass.com/

To log-into the portal, please use the operator ID and invoice number shown on the Vector invoice. Vector accepts credit cards, checks and ACH/wire payments. Cash is not accepted, nor can cash or check be directly paid to TLH.

### Contact Vector:

For payment or billing inquiries, please contact Vector at (888) 588-0028 Option 1 or X700 or by email at billing@vector-us.com. Vector's office hours are Monday through Friday 9AM to 5PM ET with most federal holidays observed as well as Christmas Eve and the Friday after Thanksgiving.

### Authorization to Bill:

To view Vector's Authorization to Bill, **please visit this link.**

## GENERAL AVIATION SERVICES:

**NOTE:** Services available include:

Fueling, towing, tie down, T-hangars,
wash/vacuum and detailing, lavatory service,
pull-in/pull-out, de-icing, aircraft maintenance,
ground equipment rental/sales and maintenance,
rental and flight instruction, charters, and conference rooms

**CONTACT** service providers for their most current rates and charges:

**FBO:**

Aero Center Tallahassee – Phone: 850-597-9989
3240 Capital Circle, S.W. Suite 5 – Tallahassee, FL 32310
E-mail: tlh@aerocenters.com
aerocenters.com/tlh-tallahassee-fl

Million Air – Phone: 850-574-5671
3254 Capital Circle, S.W. – Tallahassee, FL 32310
E-mail: info.tlh@millionair.com
millionair.com/locations/tlh

**Aircraft Maintenance:**

Flightline Group – Phone: 850-574-4444
3256 Capital Circle, S.W. – Tallahassee, FL 32310
flightlinegroup.com

**Flight Training:**

Epic Flight Academy at TLH – Phone: 850-558-4713
3250 Capital Circle, S.W. – Tallahassee, FL 32310
epicflightacademy.com/locations-tallahassee

Sterling Flight Training – Phone: 850-778-FLY1 (3591)
3244 Capital Circle, S.W. – Tallahassee, FL 32310
E-mail: info@sterlingflight.com
sterlingflight.com

**GSE Equipment Maintenance:**

Dade GSE, Inc. – Phone: 850-210-0227
3308 Capital Circle, S.W. – Tallahassee, FL 32310

## LAND LEASES:

**NOTE**: Land lease rates are determined by independent appraisal(s) and/or by direct comparison with the prevailing rental rate of comparable property for similar uses of the Airport. Land lease rates may be set differently for individual Tenants based on the value of the property to be leased, amount and kind of the Tenant's investment, value of the business opportunity (for those providing services to the public), amount of use projected of common facilities, type of use/activity being conducted, degree of competition for the facility being leased and location, visibility and access to the runway. Rates are subject to changes in the consumer price index [CPI] or market conditions.

**Improved** – Access to utilities, nominal site improvements, airfield and/or road access

**Unimproved/Raw Land** – properties requiring significant improvement and/or site development

| Description | Rate | Comments |
|---|---|---|
| Land Lease | $0.51 | Per Square Foot Per Year, or as negotiated. |
| Ramp Area | $0.51 | Per Square Foot Per Year, or as negotiated. |
| Concourse Covered Ramp Area Parking Space | $0.51 | Per Square Foot Per Month, or as negotiated. |

## TERMINAL LEASES:

| | | |
|---|---|---|
| Terminal Commercial Office Space | $71.49 | Per Square Foot Per Year, or as negotiated. |
| Terminal Retail Space | $56.33 | Per Square Foot Per Year, or as negotiated. |
| Terminal Storage Space | $15.00 | Per Square Foot Per Year |

## Equipment Rentals:

| Equipment | Half-Day Rate (4 Hrs.) | Daily Rate (8 Hrs.) |
|---|---|---|
| ADA Ramp | $50.00 | $75.00 |
| Articulating Boom Lift | $100.00 | $150.00 |
| Baggage Cart (Each) | $100.00 | $150.00 |
| Baggage Tractor | $200.00 | $300.00 |
| Belt Loader | $150.00 | $250.00 |
| Ground Power Unit | $300.00 | $500.00 |
| Mobile Message Board | $100.00 | $125.00 |
| PC Air Cart | $300.00 | $500.00 |
| Passenger Stairs | $150.00 | $250.00 |
| Push Back Tractor | $500.00 | $800.00 |
| Scissor Lift | $100.00 | $150.00 |
| Single Person Lift | $75.00 | $100.00 |

## MISCELLANEOUS FEES – AND OTHER CHARGES:

| Service | Rate | Comments |
|---|---|---|
| Credit Card Convenience Fee | 2.35% | Percentage of sales |
| Debit Card Convenience Fee | $3.95 | Flat fee |
| Administrative and Oversight Fee | 25% | Added to actual cost of work performed by Airport on behalf of the Tenant |
| Escorts | $50.00 | Per hour, two hour minimum |
| Special Event Fee:<br>- Landside<br>- Airside<br>- Landside/Airside | <br>$300.00<br>$600.00<br>$900.00 | Special Event Permit Application is required for events held on Airport property and the expected attendance is 100 people or more. Sponsoring tenant shall also fund and provide TLH badged law enforcement security. Minimum two law enforcement officers per 100 people. |
| Notary | $10.00 | Per signature page |
| Copy/Print | $0.25 | Per sheet |
| Fax | $0.25 | Per sheet |

| Conference Room Rental | Rate* | | Comments |
|---|---|---|---|
| | 1 to 4 hours | 4 to 8 hours | |
| Public Waiting Area | $150.00 | $300.00 | Maximum 25 people |
| Airbus Room | $200.00 | $400.00 | Maximum 65 people |
| Observation Room | $200.00 | $400.00 | Maximum 40 people |
| Boeing Room | $250.00 | $500.00 | Maximum 62 people |
| Room Setup | $100.00 | | Special furniture configuration |
| Audio Visual | $100.00 | | Computer/Projector/Webcam |

* Subject to 7.0% State sales tax

## NON-TENANT BUSINESSES:

**NOTE:** Non-Tenant Businesses shall ***not*** be allowed to conduct business at the Airport without first obtaining a **Non-Tenant Business Permit** and may be required to make escort arrangements with the Airport [See Operating Permits]. Non-Tenant Businesses shall be charged fees consistent with tenants who have concession or permanent facilities at the Airport. See Airport website for *Minimum Standards*, Section 16
http://www.talgov.com/airport/doingbusiness.aspx

**What is a Non-Tenant Business?** Any person or entity, ***not*** having an agreement, concession, or other contract with the Tallahassee International Airport governing its operations such as (a) hotels providing passenger service to or from the Airport, (b) limousines for hire, (c) food services, (d) ground handling, (e) Through The Fence Operations, (f) others who perform operations without permanent facilities on Airport property, and (g) Transportation service provider/vehicle for hire.

## Ground Transportation:

| Business | Rate | Comments |
|---|---|---|
| Courier Vehicle | $200.00 | Access Charge: per vehicle decal per year |
| Hotel Shuttles | $200.00 | Access Charge: per vehicle decal per year |
| Limousines | $200.00 | Access Charge: per vehicle decal per year |
| Rental Car Shuttle | $200.00 | Access Charge: per vehicle decal per year |
| Taxicabs and Transportation Network Company (TNCs) | $4.00 | Per pick-up on Airport property (Airline Terminal & General Aviation); Vehicles 15 years or older will not be permitted. |
| Transportation Service Provider/Vehicle for Hire | $4.00 | Per pick-up on Airport property (Airline Terminal & General Aviation); Vehicles 15 years or older will not be permitted. |
| Replacement AVI Sticker | $25.00 | Required to access ground transportation staging area. |

## PARKING:

**Short Term Lot:**

| Rate | Comments |
|---|---|
| FREE | 0 to 30 Minutes |
| $5.00 | 31 to 60 Minutes |
| $5.00 | Each Additional 30 Minutes |
| $15.00 | Daily Maximum |

**Long Term Lot:**

| Rate | Comments |
|---|---|
| FREE | 0 to 30 Minutes |
| $5.00 | 31 to 60 Minutes |
| $5.00 | Each Additional 30 Minutes |
| $13.00 | Daily Maximum |

**Curbside Valet Service:**

| Rate | Comments |
|---|---|
| $14.00 | 0 to 8 Hours |
| $20.00 | 8 to 24 Hours |

**Employee Parking:**

| Rate | Comments |
|---|---|
| $15.00 | Monthly; Employee Parking Lot. No refunds for partial use. |
| $225.00 | Per 6 Month Period; Short/Long Term Parking Lot. No refunds for partial use. Vehicle make, model and license plate must be on file. Parking shall be west of the western cross walk in Short/Long Term Parking Lot. May not park in the spaces marked with "Permit Parking Only" signage. |
| $25.00 | Replacement Access Card (Short/Long Term) |

**Non-Based Airline Employee Parking:**

| Rate | Comments |
|---|---|
| $240.00 | Per Year |
| $30.00 | Monthly |

**Parking Fines:**

| Fine | Comments |
|---|---|
| $50.00 | Per Vehicle; Illegally Parked |
| $250.00 | Per Vehicle; Handicap Parking |

**NOTE**: Except as otherwise provided, parking fines shall be $50.00 for each offense if paid within seven days of the violation. If not paid within seven days, each fine shall be $75.00 per offense, if paid prior to the issuance of a notice of delinquency. Upon the issuance of a notice of delinquency, each fine will be $100.00 per offense. Section 17-74, City of Tallahassee Code.

## RENTAL CAR AND PEER-TO-PEER VEHICLE SHARING:

| Terminal | Rate | Comments |
|---|---|---|
| Rental Car Counter/Office | $56.33 | Per Square Foot Per Year |
| Ready/Return Spaces | $39.54 | Per Vehicle Space; Per Month |
| Premium Ready/Return Spaces | $45.03 | Per Vehicle Space; Per Month |
| Long-term Parking Spaces | $39.54 | Per Vehicle Space; Per Month |
| **Service Facility** | | |
| Building | $5.49 | Per Square Foot Per Year |
| Parking - Improved | $0.35 | Per Square Foot Per Year |
| Parking - Unimproved | $0.21 | Per Square Foot Per Year |
| **Concession Fee** | | |
| On-Airport Rental Cars | 10% | of Gross Receipts or Minimum Annual Guarantee [the greater of % or MAG] |
| Off-Airport Rental Cars | 12.5% | of Gross Receipts from Airport Customers |
| Peer-to-Peer Vehicle Sharing | *6.5% | of Gross Receipts or as negotiated<br>*In addition to standard Airport parking fees |
| **Customer Facility Charge (CFC)** | $7.00 | Per Rental Car Transaction Day |

**NOTE**: Rental Car concessions are awarded according to 5-year competitive *Bid* effective February 1, 2017 due to expire on January 31, 2022. In December 2021, the contracts were extended through January 31, 2023. In January 2023, the contracts were extended through January 31, 2025.

## SPECIALIZED OPERATIONS:

| | | |
|---|---|---|
| Specialized Operations | $350.00 | Access Charge: Per Day |

**Specialized Operations** are commercial flying services for hire for the purpose of providing, but are not limited to:

(a) non-stop sightseeing flights that begin and end at Tallahassee International Airport,
(b) crop dusting, seeding, spraying, and bird chasing,
(c) banner towing or aerial advertising,
(d) aerial photography or survey,
(e) power line or pipe line patrol,
(f) fire fighting,
(g) hot air balloon or blimp operations,
(h) cargo flights by non-tenants, and
(i) courier services.

Specialized Operators that are not authorized to provide services as part of a FBO/SASO agreement with the Airport must secure a permit. See Airport website http://www.talgov.com/airport/doingbusiness.aspx for *Minimum Standards*, Section 17.

## THROUGH THE FENCE OPERATIONS:

**Through the Fence Operations** are:

(a) independent operators offering an aeronautical activity who do not maintain permanent facilities on the airport; however, they are allowed by Agreement to access the AOA, or
(b) aircraft based on land adjacent to, but not part of the Airport property who are allowed by Agreement to access the AOA.

These Operators will be authorized the use of Airport property, but will not be required to occupy space at the Airport. See Airport website http://www.talgov.com/airport/doingbusiness.aspx for Minimum Standards, Section 18.

The providers will be required to pay a fee:

(a) aeronautical providers pay 12% of the gross revenue derived from the Airport service.

## Chip Johnson

**From:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Sent:** Monday, February 3, 2025 2:38 PM
**To:** Chip Johnson
**Subject:** FW: RACS Gross Revenue History
**Attachments:** marketshare 11-19.pdf; marketshare 11-24.pdf

FYI

**From:** Johnson, Marsha <Marsha.Johnson@talgov.com>
**Sent:** Monday, February 3, 2025 2:30 PM
**To:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Cc:** Halvorsen, Benjamin <Benjamin.Halvorsen@talgov.com>; Smith, Diana <Diana.Smith@talgov.com>; Johnson, Marsha <Marsha.Johnson@talgov.com>; Pingree, Ben <Ben.Pingree@talgov.com>
**Subject:** FW: RACS Gross Revenue History

Victoria, Diana also pulled November 2019 for you to look at as well.

This may be of some benefit.

As always, thank you.

**Marsha Johnson, CPA**
Deputy Director, Airport Finance and Administration
Tallahassee International Airport
Office: (850) 891-7553
Mobile: (850)728-0374
marsha.johnson@talgov.com
TLHAirport.com

**From:** Smith, Diana <Diana.Smith@talgov.com>
**Sent:** Monday, February 3, 2025 2:09 PM
**To:** Johnson, Marsha <Marsha.Johnson@talgov.com>
**Subject:** RE: RACS Gross Revenue History

Marsha,

I attached November 2019 (Same Period before COVID) for comparison. We are a lot higher now than 2019.

Thanks,

Diana Smith
Senior Accountant
Tallahassee International Airport
Office: (850) 891-7530
Fax: (850) 891-7837
Email: Diana.Smith@talgov.com

TLHAirport.com

**From:** Chip Johnson <cjohnson@cureton-johnson.com>
**Sent:** Monday, February 3, 2025 1:32 PM
**To:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Cc:** Smith, Diana <Diana.Smith@talgov.com>
**Subject:** Re: RACS Gross Revenue History

***EXTERNAL EMAIL***
Please report any suspicious attachments, links, or requests for sensitive information.

If it's not too much to ask, may want to look at pre-Covid numbers as well. I also might have a question or two for Diana if that's OK. Thanks.

Sent from my iPhone

> On Feb 3, 2025, at 1:27 PM, Maleszewski, Victoria <Victoria.Maleszewski@talgov.com> wrote:
>
> Chip, will this work for you or do you need several years to project from?
>
> Diana, how does this compare to pre-COVID numbers?
>
> Since this is for the establishment of a FMV, I just want to make sure that this is representative of past levels and that we are getting Chip what he needs.
>
> Thank you both very much!
>
> Kind Regards,
> Victoria Frances Ray, C.M.
> Manager – Airport Properties & Business Development
> Tallahassee International Airport
> Office: (850) 891-7821
> Mobile: (850) 508-2280
>
> TLHAirport.com
>
> **From:** Chip Johnson <cjohnson@cureton-johnson.com>
> **Sent:** Monday, February 3, 2025 10:32 AM
> **To:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
> **Subject:** RE: RACS Gross Revenue History
>
> ***EXTERNAL EMAIL***
> Please report any suspicious attachments, links, or requests for sensitive information.
>
> Thx!

<image001.png>

**From:** Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>
**Sent:** Monday, February 3, 2025 10:30 AM
**To:** Chip Johnson <cjohnson@cureton-johnson.com>
**Subject:** FW: RACS Gross Revenue History

FYI. I will send as soon as I get something from our F&A team.

Kind Regards,
Victoria Frances Ray, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280

TLHAirport.com

**From:** Maleszewski, Victoria
**Sent:** Monday, February 3, 2025 10:29 AM
**To:** Johnson, Marsha <Marsha.Johnson@talgov.com>
**Cc:** Halvorsen, Benjamin <Benjamin.Halvorsen@talgov.com>; Pingree, Ben <Ben.Pingree@talgov.com>
**Subject:** RACS Gross Revenue History

Marsha, can your team provide a snapshot of the RACS Gross Revenue History for Chip Johnson? He is working on the property appraisal for the new QTA to establish FMV and has requested this information.

Kind Regards,
Victoria Frances Ray, C.M.
Manager – Airport Properties & Business Development
Tallahassee International Airport
Office: (850) 891-7821
Mobile: (850) 508-2280

TLHAirport.com

<marketshare 11-24.pdf>

**TALLAHASSEE INTERNATIONAL AIRPORT**
**VEHICLE RENTAL CONCESSIONAIRES**
**IFB No. 0131-16-CC-BC**
**November-19**

**Gross Receipts**

| Rental Car Agency | Monthly MAG* | Current Month 2018 | Current Month 2019 | MAG Met? | Year-To-Date | Market Share Monthly | Market Share Y-T-D |
|---|---|---|---|---|---|---|---|
| In-Terminal: | | | | | | | |
| Avis Car Rental | $ 41,906.26 | $ 558,426.57 | $ 249,102.19 | Yes | $ 2,587,896.72 | 15.88% | 15.10% |
| Budget Car Rental | | 309,996.50 | 227,591.57 | | 2,151,424.11 | 14.51% | 12.56% |
| The Hertz Corporation | 22,220.73 | 417,974.75 | 231,169.05 | Yes | 2,678,176.91 | 14.74% | 15.63% |
| Vanguard Car Rental, USA, Inc. | 34,954.45 | 497,520.03 | 392,307.38 | Yes | 4,213,620.56 | 25.01% | 24.59% |
| DTG Operations, Inc. | 10,695.68 | 213,808.70 | 123,085.90 | Yes | 1,285,341.39 | 7.85% | 7.50% |
| Enterprise Leasing Company | 27,312.58 | 557,160.14 | 345,574.07 | Yes | 4,219,189.79 | 22.03% | 24.62% |
| Total Market - In-Terminal | | $ 2,554,886.69 | $ 1,568,830.16 | | $ 17,135,649.48 | 100.0% | 100.0% |

| Passenger Traffic: | Nov-18 | Nov-19 |
|---|---|---|
| Enplaned Passengers | 39,762 | 38,181 |
| Deplaned Passengers | 38,585 | 37,650 |
| Total Passengers | 78,347 | 75,831 |

Period*: Contract Year 3, Month 10.

| Off Airport | Current Month 2018 | Current Month 2019 | Year-To-Date |
|---|---|---|---|
| Priceless Car Rental | $ - | $ 5,222.46 | $ 14,747.87 |
| Total Market - Off Airport | $ - | $ 5,222.46 | $ 14,747.87 |

**TALLAHASSEE INTERNATIONAL AIRPORT**
**VEHICLE RENTAL CONCESSIONAIRES**
**IFB No. 0131-16-CC-BC**
**November-24**

**Gross Receipts**

| Rental Car Agency | Monthly MAG | Current Month 2023 | Current Month 2024 | MAG Met? | Year-To-Date | Market Share Monthly | Market Share Y-T-D |
|---|---|---|---|---|---|---|---|
| In-Terminal: | | | | | | | |
| Avis Car Rental | $ 63,473.30 | $ 527,441.89 | $ 554,346.05 | Yes | $ 4,497,836.62 | 21.61% | 22.62% |
| Budget Car Rental | | 280,047.82 | 259,906.69 | | 2,630,027.09 | 10.13% | 13.23% |
| The Hertz Corporation | 33,776.08 | 459,271.79 | 722,400.11 | Yes | 4,342,155.00 | 28.17% | 21.84% |
| Alamo National | 31,871.25 | 371,873.11 | 519,462.44 | Yes | 4,332,262.62 | 20.25% | 21.79% |
| Enterprise Leasing Company | 29,558.28 | 443,706.83 | 508,639.43 | Yes | 4,082,339.32 | 19.83% | 20.53% |
| Total Market - In-Terminal | | $ 2,082,341.44 | $ 2,564,754.72 | | $ 19,884,620.65 | 100.0% | 100.0% |

| Passenger Traffic: | Nov-23 | Nov-24 |
|---|---|---|
| Enplaned Passengers | 39,432 | 44,342 |
| Deplaned Passengers | 38,947 | 41,480 |
| Total Passengers | 78,379 | 85,822 |

Period: Contract Year 8, Month 10.

| Off Airport | Current Month 2023 | Current Month 2024 | Year-To-Date |
|---|---|---|---|
| Priceless Car Rental | $ 25,149.31 | $ 14,762.88 | $ 110,106.47 |
| Total Market - Off Airport | $ 25,149.31 | $ 14,762.88 | $ 110,106.47 |

## Chip Johnson

**From:** Johnson, Marsha <Marsha.Johnson@talgov.com>
**Sent:** Tuesday, February 4, 2025 8:05 AM
**To:** Chip Johnson
**Cc:** Smith, Diana; Johnson, Marsha; Maleszewski, Victoria
**Subject:** FW: RACS Gross Revenue History
**Attachments:** marketshare 11-19.pdf; marketshare 11-24.pdf

Chip, the amounts that you noted are correct; however, please note that the RACS have a different contract year, which is from February to January. Therefore, these amounts are only for 10 months.

I hope this helps.

**Marsha Johnson, CPA**
Deputy Director, Airport Finance and Administration
Tallahassee International Airport
Office: (850) 891-7553
Mobile: (850)728-0374
marsha.johnson@talgov.com
TLHAirport.com

**From:** Chip Johnson <cjohnson@cureton-johnson.com>
**Sent:** Tuesday, February 4, 2025 5:59 AM
**To:** Johnson, Marsha <Marsha.Johnson@talgov.com>
**Subject:** FW: RACS Gross Revenue History

***EXTERNAL EMAIL***
Please report any suspicious attachments, links, or requests for sensitive information.

Marsha,

Just making sure I am reading this correctly..

So gross receipts for all rental car companies (In Terminal) were $17,135,649 for 2019 and $19,884,621 for 2024?

Thx Chip

## Chip Johnson

**From:** Johnson, Marsha <Marsha.Johnson@talgov.com>
**Sent:** Tuesday, February 4, 2025 2:45 PM
**To:** Chip Johnson
**Cc:** Maleszewski, Victoria; Halvorsen, Benjamin; Smith, Diana; Johnson, Marsha
**Subject:** FW: December 2024 Market Share Report
**Attachments:** marketshare 12-24.pdf

This includes December 24. You will now have 11 months to work with.

As always, thank you.

**Marsha Johnson, CPA**
Deputy Director, Airport Finance and Administration
Tallahassee International Airport
Office: (850) 891-7553
Mobile: (850)728-0374
marsha.johnson@talgov.com
TLHAirport.com

**From:** Smith, Diana <Diana.Smith@talgov.com>
**Sent:** Tuesday, February 4, 2025 2:43 PM
**To:** Ahmed Salem <asalem@capcityimports.net>; airport.analyst <airport.analyst@ehi.com>; Alisha Tillman <alisha.n.tillman@em.com>; Ashley Bailey <Ashley.Bailey@ehi.com>; Austin Ward <Austin.Ward1@ehi.com>; Cedric Reed <cedric.reed@avisbudget.com>; Derrick Cason <dcason@hertz.com>; Desiree Polanco <Desiree.L.Polanco@ehi.com>; Doug Allsbrooks <Douglas.J.Allsbrooks@ehi.com>; Hertz <marketsharereports@hertz.com>; J Thompson <jthompson@hertz.com>; James Cleve <james.cleve@hertz.com>; Jordan Shusteric <Jordan.M.Shusteric@ehi.com>; Joseph Harris <JoHarris@hertz.com>; Josh Blum <jblum@hertz.com>; Lynn Nolte <lnolte@hertz.com>; Melodie Green <melodie.L.green1@ehi.com>; Michelle Hall <mmhall@hertz.com>; Paula Laritz <paula.laritz@avisbudget.com>; Samatha Seeley <sseeley@hertz.com>; Shelby Sams <shelby.sams@avisbudget.com>; Stephen Koetteritz <Stephen.E.Koetteritz@ehi.com>
**Cc:** Pollard, David <David.Pollard@talgov.com>; Spaulding, Vanessa <Vanessa.Spaulding@talgov.com>; Halvorsen, Benjamin <Benjamin.Halvorsen@talgov.com>; Johnson, Marsha <Marsha.Johnson@talgov.com>; Maleszewski, Victoria <Victoria.Maleszewski@talgov.com>; Halvorsen, Benjamin <Benjamin.Halvorsen@talgov.com>
**Subject:** December 2024 Market Share Report

Good Afternoon,

Attached is the Market Share Report for December 2024.

Thank you,

Diana Smith
Senior Accountant
Tallahassee International Airport
Office: (850) 891-7530
Fax: (850) 891-7837

**TALLAHASSEE INTERNATIONAL AIRPORT**
**VEHICLE RENTAL CONCESSIONAIRES**
**IFB No. 0131-16-CC-BC**
**December-24**

**Gross Receipts**

| Rental Car Agency | Monthly MAG | Current Month 2023 | Current Month 2024 | MAG Met? | Year-To-Date | Market Share Monthly | Market Share Y-T-D |
|---|---|---|---|---|---|---|---|
| In-Terminal: | | | | | | | |
| Avis Car Rental | $ 63,473.30 | $ 413,096.04 | $ 425,947.53 | Yes | $ 4,923,784.15 | 18.35% | 22.17% |
| Budget Car Rental | | 217,089.33 | 245,714.41 | | 2,875,741.50 | 10.58% | 12.95% |
| The Hertz Corporation | 33,776.08 | 339,415.72 | 542,918.49 | Yes | 4,885,073.49 | 23.39% | 22.00% |
| Alamo National | 31,871.25 | 340,235.07 | 510,766.06 | Yes | 4,843,028.68 | 22.00% | 21.81% |
| Enterprise Leasing Company | 29,558.28 | 351,312.48 | 596,071.88 | Yes | 4,678,411.20 | 25.68% | 21.07% |
| Total Market - In-Terminal | | $ 1,661,148.64 | $ 2,321,418.37 | | $ 22,206,039.02 | 100.0% | 100.0% |

| Passenger Traffic: | Dec-23 | Dec-24 |
|---|---|---|
| Enplaned Passengers | 38,155 | 43,350 |
| Deplaned Passengers | 35,736 | 39,927 |
| Total Passengers | 73,891 | 83,277 |

Period: Contract Year 8, Month 11.

| Off Airport | Current Month 2023 | Current Month 2024 | Year-To-Date |
|---|---|---|---|
| Priceless Car Rental | $ 9,327.85 | $ 10,632.53 | $ 120,739.00 |
| Total Market - Off Airport | $ 9,327.85 | $ 10,632.53 | $ 120,739.00 |

**TALLAHASSEE INTERNATIONAL AIRPORT**
**VEHICLE RENTAL CONCESSIONAIRES**
**IFB No. 0131-16-CC-BC**
**December-24**

**Gross Receipts**

| Rental Car Agency | Monthly MAG | Current Month 2023 | Current Month 2024 | MAG Met? | Year-To-Date | Market Share Monthly | Market Share Y-T-D |
|---|---|---|---|---|---|---|---|
| In-Terminal: | | | | | | | |
| Avis Car Rental | $ 63,473.30 | $ 413,096.04 | $ 425,947.53 | Yes | $ 4,923,784.15 | 18.35% | 22.17% |
| Budget Car Rental | | 217,089.33 | 245,714.41 | | 2,875,741.50 | 10.58% | 12.95% |
| The Hertz Corporation | 33,776.08 | 339,415.72 | 542,918.49 | Yes | 4,885,073.49 | 23.39% | 22.00% |
| Alamo National | 31,871.25 | 340,235.07 | 510,766.06 | Yes | 4,843,028.68 | 22.00% | 21.81% |
| Enterprise Leasing Company | 29,558.28 | 351,312.48 | 596,071.88 | Yes | 4,678,411.20 | 25.68% | 21.07% |
| Total Market - In-Terminal | | $ 1,661,148.64 | $ 2,321,418.37 | | $ 22,206,039.02 | 100.0% | 100.0% |

| Passenger Traffic: | Dec-23 | Dec-24 |
|---|---|---|
| Enplaned Passengers | 38,155 | 43,350 |
| Deplaned Passengers | 35,736 | 39,927 |
| Total Passengers | 73,891 | 83,277 |

Period: Contract Year 8, Month 11.

| Off Airport | Current Month 2023 | Current Month 2024 | Year-To-Date |
|---|---|---|---|
| Priceless Car Rental | $ 9,327.85 | $ 10,632.53 | $ 120,739.00 |
| Total Market - Off Airport | $ 9,327.85 | $ 10,632.53 | $ 120,739.00 |

**ATTACHMENT 2 – COST/FEE PROPOSAL FORM**

Name _____ Date _____

Address _____

Respondent hereby intends to enter into Attachment 1, Vehicle Rental Concession and Lease Agreement with the City of Tallahassee, Florida (hereinafter referred to as "City") for the operation of a non-exclusive rental car concession at Tallahassee International Airport (“Airport”) under the terms and conditions as set forth in the Request for Proposal (“RFP”) No. RFP-089-26-RR; Attachments including the Vehicle Rental Concession and Lease Agreement, together with attached Exhibits thereto. In furtherance of this Proposal, the Respondent agrees to pay to the Airport the greater of the proposed Agreement Year 1 Minimum Annual Guarantees (MAG) set forth below or ten percent (10%) of the annual gross revenues, and all rents and fees stipulated in the Vehicle Rental Concession and Lease Agreement with payments to be made in the manner specifically set forth therein.

**Minimum Annual Guarantee (MAG) Proposal**
(Agreement Year 1 (October 1, 2026 through September 30, 2027)

$ _____

Each Agreement Year thereafter, the MAG shall be annually adjusted Forty-five (45) Days following the end of each Agreement Year and shall be adjusted to equal the greater of the following: (i) eighty-five (85%) of the audited Gross Receipts due to the City by Lessee for the preceding Agreement Year; or (ii) the previous Agreement Year's MAG. The adjusted annual MAG during the Term shall never be less than the Agreement Year 1 MAG. Agreement Year 1 shall mean the twelve (12) month period beginning on the Commencement Date and ending twelve (12) months thereafter ("Agreement Year 1"), and each twelve (12) month period thereafter shall be Agreement Year 2, Agreement Year 3 and so on until the date this Agreement expires or terminates.

# Attachment 3

## Proposed Brand(s)/Trade Name(s)

Respondent certifies that it proposes to operate at the Airport only under the brand name(s) or trade name(s) identified below. All listed names are, as of the date of this submission, owned or controlled by the Respondent, or are duly licensed to the Respondent. No other brand name(s)/trade name(s) are proposed.

Triple branding from a single space is permitted but not required.

| Brand(s)/Trade Name(s) |
| --- |
| 1. _____ |
| 2. _____ |
| 3. _____ |

The Director reserves the right to modify any and all space assignments, limit the number of spaces awarded to any single Respondent, and/or reallocate space as necessary to ensure full utilization and equitable distribution based on historical market share, fleet size, and operational needs.

**NOTE:** Each Respondent must complete and include this Attachment 3 under Tab 1 of its Technical Proposal.

# Attachment 4 - Airline Flight Schedule

# MAY 2026

**Notes:**

**This is for general information only as the schedule is subject to change without notice. Consult individual airlines for detailed information and any changes. All times are LOCAL TIME in the 2400 format.**

**In the frequency column, the days of the week are 1-7 with 1 being Monday and 7 being Sunday.**

# Airline Flight Schedule

## Airline Codes

| | |
|---|---|
| 9E | Endeavor Air |
| AA | American Airlines |
| DL | Delta Air Lines |
| MQ | Envoy Air Inc |
| OH | PSA Airlines |
| PT | Piedmont Airlines Inc. |

# Airline Flight Schedule

## Aircraft Equipment Listing

| CODE | NAME | TYPE |
|---|---|---|
| 319 | Airbus A319 | Narrow Body Jet |
| 717 | Boeing 717-200 | Narrow Body Jet |
| CR7 | Canadair Regional Jet 700 | Regional Jet |
| CR9 | Canadair Regional Jet 900 | Regional Jet |
| E75 | Embraer 175 | Regional Jet |
| ER4 | Embraer RJ145 | Regional Jet |

# Airline Flight Schedule

## Summary for May 2026

**Daily Average Number of DOMESTIC**
**Arriving and Departing Seats by Hour at TLH**
**MAY 2026**

| TIME OF DAY | ARRIVING SEATS | DEPARTING SEATS | TOTAL SEATS |
|---|---|---|---|
| | | | |
| 0- 59 | 0 | 0 | 0 |
| 100- 159 | 0 | 0 | 0 |
| 200- 259 | 0 | 0 | 0 |
| 300- 359 | 0 | 0 | 0 |
| 400- 459 | 0 | 0 | 0 |
| 500- 559 | 0 | 110 | 110 |
| 600- 659 | 0 | 87 | 87 |
| 700- 759 | 0 | 74 | 74 |
| 800- 859 | 0 | 107 | 107 |
| 900- 959 | 96 | 76 | 172 |
| 1000- 1059 | 0 | 110 | 110 |
| 1100- 1159 | 74 | 102 | 176 |
| 1200- 1259 | 110 | 80 | 190 |
| 1300- 1359 | 84 | 72 | 156 |
| 1400- 1459 | 70 | 89 | 159 |
| 1500- 1559 | 80 | 85 | 165 |
| 1600- 1659 | 110 | 0 | 110 |
| 1700- 1759 | 80 | 108 | 188 |
| 1800- 1859 | 101 | 87 | 188 |
| 1900- 1959 | 89 | 93 | 182 |
| 2000- 2059 | 103 | 82 | 185 |
| 2100- 2159 | 50 | 0 | 50 |
| 2200- 2259 | 91 | 0 | 91 |
| 2300- 2359 | 74 | 0 | 74 |
| TOTALS | 1212 | 1362 | 2574 |




# Airline Flight Schedule

## Arrival Airports

| | |
|---|---|
| ATL | ATLANTA HARTSFIELD-JACKSON INTL APT |
| CLT | DOUGLAS INTERNATIONAL |
| DCA | WASHINGTON RONALD REAGAN NATIONAL A |
| DFW | DALLAS DALLAS/FORT WORTH INTL APT |
| MIA | MIAMI INTERNATIONAL APT |

# Airline Flight Schedule

## Published Non-Stop Passenger Arrivals

### MAY 2026

| ARRIVAL TIME | OPERATOR | FLIGHT NUMBER | EQUIPMENT TYPE | SEATS | DAYS OF OPERATION | DESTINATION | EFFECTIVE DATE | DISCONTINUE DATE | ORIGIN |
|---|---|---|---|---|---|---|---|---|---|
| 09:00 | MQ | 3820 | E75 | 76 | 1234567 | TLH | 05/21/2026 | 06/04/2026 | MIA |
| 09:20 | MQ | 3878 | E75 | 76 | 1234567 | TLH | 04/13/2026 | 05/20/2026 | MIA |
| 09:23 | DL | 2563 | 717 | 110 | 1234567 | TLH | 04/28/2026 | 05/06/2026 | ATL |
| 09:25 | DL | 2563 | 717 | 110 | 12345 7 | TLH | 05/08/2026 | 06/05/2026 | ATL |
| 09:29 | DL | 2563 | 717 | 110 | 4 | TLH | 05/07/2026 | 05/07/2026 | ATL |
| 11:04 | DL | 2563 | 717 | 110 | 6 | TLH | 05/09/2026 | 06/06/2026 | ATL |
| 11:05 | DL | 3064 | 717 | 110 | 12345 7 | TLH | 05/07/2026 | 06/05/2026 | ATL |
| 11:13 | MQ | 3881 | E75 | 76 | 5 7 | TLH | 05/01/2026 | 05/03/2026 | MIA |
| 11:20 | PT | 6000 | ER4 | 50 | 1234567 | TLH | 05/21/2026 | 07/01/2026 | CLT |
| 11:42 | PT | 5867 | ER4 | 50 | 1 34567 | TLH | 04/08/2026 | 05/20/2026 | CLT |
| 11:53 | PT | 5867 | ER4 | 50 | 2 | TLH | 04/21/2026 | 05/19/2026 | CLT |
| 12:11 | DL | 3064 | 717 | 110 | 2 67 | TLH | 05/02/2026 | 05/05/2026 | ATL |
| 12:11 | DL | 3064 | 717 | 110 | 1 3 5 | TLH | 04/24/2026 | 05/06/2026 | ATL |
| 13:03 | OH | 5458 | CR9 | 76 | 2 | TLH | 04/21/2026 | 05/19/2026 | DFW |
| 13:05 | OH | 5458 | CR9 | 76 | 1 34567 | TLH | 04/08/2026 | 05/20/2026 | DFW |
| 13:09 | OH | 5591 | CR9 | 76 | 1234567 | TLH | 05/21/2026 | 07/01/2026 | DFW |
| 13:11 | PT | 5880 | ER4 | 50 | 4 | TLH | 05/21/2026 | 05/21/2026 | CLT |
| 13:57 | DL | 1549 | 717 | 110 | 12345 7 | TLH | 05/24/2026 | 06/05/2026 | ATL |
| 13:57 | DL | 1549 | 717 | 110 | 1 34567 | TLH | 05/07/2026 | 05/22/2026 | ATL |
| 13:57 | DL | 1549 | 717 | 110 | 2 | TLH | 05/12/2026 | 05/19/2026 | ATL |
| 13:57 | 9E | 4749 | CR9 | 76 | 6 | TLH | 05/30/2026 | 06/06/2026 | ATL |
| 13:58 | 9E | 4749 | CR9 | 76 | 6 | TLH | 05/23/2026 | 05/23/2026 | ATL |
| 14:09 | PT | 5869 | ER4 | 50 | 2 | TLH | 04/21/2026 | 05/19/2026 | CLT |
| 14:45 | AA | 2165 | 319 | 128 | 7 | TLH | 05/03/2026 | 05/03/2026 | CLT |
| 14:54 | PT | 5869 | ER4 | 50 | 1 34567 | TLH | 04/08/2026 | 05/02/2026 | CLT |
| 14:54 | PT | 5869 | ER4 | 50 | 1 34567 | TLH | 05/04/2026 | 05/20/2026 | CLT |
| 15:00 | DL | 1549 | 717 | 110 | 1234567 | TLH | 04/29/2026 | 05/06/2026 | ATL |
| 15:02 | PT | 5932 | ER4 | 50 | 1234567 | TLH | 05/21/2026 | 06/19/2026 | CLT |
| 16:30 | DL | 1545 | 717 | 110 | 1 3 5 7 | TLH | 04/20/2026 | 05/06/2026 | ATL |
| 16:31 | DL | 1868 | 717 | 110 | 1 3 5 | TLH | 05/25/2026 | 06/05/2026 | ATL |
| 16:31 | DL | 1868 | 717 | 110 | 2 4 6 | TLH | 05/07/2026 | 06/06/2026 | ATL |
| 16:31 | DL | 1868 | 717 | 110 | 1 3 5 7 | TLH | 05/08/2026 | 05/22/2026 | ATL |
| 16:31 | DL | 1868 | 717 | 110 | 7 | TLH | 05/24/2026 | 05/31/2026 | ATL |
| 17:05 | PT | 5868 | ER4 | 50 | 1 34567 | TLH | 04/08/2026 | 05/20/2026 | CLT |
| 17:49 | DL | 1545 | 717 | 110 | 2 6 | TLH | 04/21/2026 | 05/05/2026 | ATL |
| 18:07 | OH | 5666 | CR9 | 76 | 1234567 | TLH | 04/21/2026 | 05/20/2026 | DFW |
| 18:20 | DL | 540 | 717 | 110 | 1 5 7 | TLH | 05/01/2026 | 05/04/2026 | ATL |
| 18:20 | DL | 540 | 717 | 110 | 3 | TLH | 04/22/2026 | 05/06/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 3 | TLH | 05/13/2026 | 06/03/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 1 5 | TLH | 05/08/2026 | 05/18/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 1 5 | TLH | 05/29/2026 | 06/01/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 4 | TLH | 05/07/2026 | 06/04/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 7 | TLH | 05/31/2026 | 05/31/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 7 | TLH | 05/10/2026 | 05/17/2026 | ATL |
| 18:21 | DL | 2878 | 717 | 110 | 1 5 | TLH | 05/22/2026 | 05/25/2026 | ATL |
| 18:40 | PT | 5863 | ER4 | 50 | 2 | TLH | 04/21/2026 | 05/19/2026 | CLT |
| 19:16 | PT | 5927 | ER4 | 50 | 6 | TLH | 05/23/2026 | 06/27/2026 | CLT |
| 19:23 | PT | 5927 | ER4 | 50 | 12345 7 | TLH | 05/21/2026 | 07/01/2026 | CLT |
| 19:29 | PT | 5863 | ER4 | 50 | 1 34567 | TLH | 04/08/2026 | 05/20/2026 | CLT |
| 19:34 | DL | 2241 | 717 | 110 | 6 | TLH | 05/02/2026 | 05/02/2026 | ATL |
| 19:34 | DL | 2241 | 717 | 110 | 2 | TLH | 05/05/2026 | 05/05/2026 | ATL |

# Airline Flight Schedule

## Published Non-Stop Passenger Arrivals

### MAY 2026

| ARRIVAL TIME | OPERATOR | FLIGHT NUMBER | EQUIPMENT TYPE | SEATS | DAYS OF OPERATION | DESTINATION | EFFECTIVE DATE | DISCONTINUE DATE | ORIGIN |
|---|---|---|---|---|---|---|---|---|---|
| 19:34 | OH | 5408 | CR9 | 76 | 1234567 | TLH | 05/21/2026 | 06/10/2026 | DFW |
| 19:38 | DL | 2241 | 717 | 110 | 67 | TLH | 05/23/2026 | 05/30/2026 | ATL |
| 19:38 | DL | 2241 | 717 | 110 | 2 | TLH | 05/19/2026 | 06/02/2026 | ATL |
| 19:38 | DL | 2241 | 717 | 110 | 2 | TLH | 05/12/2026 | 05/12/2026 | ATL |
| 19:38 | DL | 2241 | 717 | 110 | 6 | TLH | 05/09/2026 | 05/16/2026 | ATL |
| 19:39 | AA | 3044 | 319 | 128 | 5 7 | TLH | 05/01/2026 | 05/03/2026 | MIA |
| 19:45 | MQ | 3879 | E75 | 76 | 123456 | TLH | 05/02/2026 | 05/09/2026 | MIA |
| 19:45 | MQ | 3879 | E75 | 76 | 1234567 | TLH | 05/10/2026 | 05/20/2026 | MIA |
| 19:48 | MQ | 3821 | E75 | 76 | 6 | TLH | 05/23/2026 | 06/27/2026 | MIA |
| 20:02 | MQ | 3821 | E75 | 76 | 12 45 7 | TLH | 05/21/2026 | 06/02/2026 | MIA |
| 20:06 | MQ | 3821 | E75 | 76 | 3 | TLH | 05/27/2026 | 05/27/2026 | MIA |
| 20:16 | DL | 2241 | 717 | 110 | 3 | TLH | 04/22/2026 | 05/06/2026 | ATL |
| 20:16 | DL | 2241 | 717 | 110 | 1 5 7 | TLH | 04/13/2026 | 05/04/2026 | ATL |
| 20:43 | DL | 2241 | 717 | 110 | 4 7 | TLH | 05/07/2026 | 05/21/2026 | ATL |
| 20:43 | DL | 2241 | 717 | 110 | 3 | TLH | 05/13/2026 | 06/03/2026 | ATL |
| 20:43 | DL | 2241 | 717 | 110 | 1 | TLH | 05/25/2026 | 06/01/2026 | ATL |
| 20:43 | DL | 2241 | 717 | 110 | 4 7 | TLH | 05/28/2026 | 06/04/2026 | ATL |
| 20:43 | DL | 2241 | 717 | 110 | 1 5 | TLH | 05/08/2026 | 05/18/2026 | ATL |
| 20:43 | DL | 2241 | 717 | 110 | 5 | TLH | 05/22/2026 | 06/05/2026 | ATL |
| 21:47 | PT | 6066 | ER4 | 50 | 2 | TLH | 04/21/2026 | 05/19/2026 | CLT |
| 22:06 | OH | 5477 | CR7 | 65 | 6 | TLH | 05/23/2026 | 06/27/2026 | DCA |
| 22:07 | OH | 5477 | CR7 | 65 | 2 | TLH | 05/26/2026 | 06/02/2026 | DCA |
| 22:19 | OH | 5477 | CR7 | 65 | 1 345 7 | TLH | 05/21/2026 | 06/03/2026 | DCA |
| 22:21 | OH | 5597 | CR7 | 65 | 1234567 | TLH | 04/07/2026 | 05/20/2026 | DCA |
| 22:31 | PT | 6066 | ER4 | 50 | 7 | TLH | 04/26/2026 | 05/17/2026 | CLT |
| 22:32 | DL | 1569 | 717 | 110 | 2 4 | TLH | 04/21/2026 | 05/05/2026 | ATL |
| 22:32 | DL | 1569 | 717 | 110 | 1 3 5 7 | TLH | 04/13/2026 | 05/06/2026 | ATL |
| 22:32 | DL | 1569 | 717 | 110 | 6 | TLH | 04/25/2026 | 05/02/2026 | ATL |
| 22:36 | PT | 5879 | ER4 | 50 | 1234567 | TLH | 05/21/2026 | 07/01/2026 | CLT |
| 22:41 | PT | 6066 | ER4 | 50 | 1 3456 | TLH | 04/08/2026 | 05/20/2026 | CLT |
| 22:42 | DL | 1569 | 717 | 110 | 2 4 | TLH | 05/21/2026 | 05/28/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 2 4 6 | TLH | 05/30/2026 | 06/06/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 7 | TLH | 05/31/2026 | 05/31/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 6 | TLH | 05/23/2026 | 05/23/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 1 3 5 | TLH | 05/25/2026 | 06/05/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 6 | TLH | 05/09/2026 | 05/16/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 2 4 | TLH | 05/07/2026 | 05/19/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 1 3 5 7 | TLH | 05/08/2026 | 05/22/2026 | ATL |
| 22:42 | DL | 1569 | 717 | 110 | 7 | TLH | 05/24/2026 | 05/24/2026 | ATL |
| 23:15 | OH | 5317 | CR9 | 76 | 1 3 5 | TLH | 04/20/2026 | 05/08/2026 | DFW |
| 23:15 | OH | 5317 | CR9 | 76 | 2 4 67 | TLH | 04/21/2026 | 05/09/2026 | DFW |
| 23:15 | OH | 5317 | CR9 | 76 | 1 3 5 | TLH | 05/11/2026 | 05/20/2026 | DFW |
| 23:15 | OH | 5317 | CR9 | 76 | 2 4 6 | TLH | 05/12/2026 | 05/19/2026 | DFW |
| 23:15 | OH | 5317 | CR9 | 76 | 7 | TLH | 05/10/2026 | 05/17/2026 | DFW |
| 23:38 | OH | 5069 | CR7 | 65 | 2 4 6 | TLH | 05/21/2026 | 06/30/2026 | DFW |
| 23:38 | OH | 5069 | CR7 | 65 | 1 3 5 7 | TLH | 05/22/2026 | 07/01/2026 | DFW |
| 23:56 | MQ | 3585 | E75 | 76 | 1234567 | TLH | 04/07/2026 | 05/20/2026 | MIA |
| 23:59 | MQ | 3585 | E75 | 76 | 12345 7 | TLH | 05/21/2026 | 07/01/2026 | MIA |
| 23:59 | MQ | 3585 | E75 | 76 | 6 | TLH | 05/23/2026 | 06/27/2026 | MIA |
| **Monthly Seat Capacity : 45726** | | | | | | | | | |
| **Total Monthly Flight Count : 564** | | | | | | | | | |

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# Airline Flight Schedule

## Departure Airports

| | |
|---|---|
| ATL | ATLANTA HARTSFIELD-JACKSON INTL APT |
| CLT | DOUGLAS INTERNATIONAL |
| DCA | WASHINGTON RONALD REAGAN NATIONA |
| DFW | DALLAS DALLAS/FORT WORTH INTL APT |
| MIA | MIAMI INTERNATIONAL APT |

# Airline Flight Schedule

## Published Non-Stop Passenger Departures

### MAY 2026

| DEPARTURE TIME | OPERATOR | FLIGHT NUMBER | EQUIPMENT TYPE | SEATS | DAYS OF OPERATION | DESTINATION | EFFECTIVE DATE | DISCONTINUE DATE | ORIGIN |
|---|---|---|---|---|---|---|---|---|---|
| 05:34 | DL | 1727 | 717 | 110 | 1234567 | ATL | 04/13/2026 | 05/06/2026 | TLH |
| 06:00 | PT | 5917 | ER4 | 50 | 1234567 | CLT | 05/21/2026 | 08/04/2026 | TLH |
| 06:00 | MQ | 3858 | E75 | 76 | 1234567 | MIA | 05/21/2026 | 07/01/2026 | TLH |
| 06:09 | MQ | 3858 | E75 | 76 | 1234567 | MIA | 04/13/2026 | 05/20/2026 | TLH |
| 06:15 | DL | 1727 | 717 | 110 | 1 345 7 | ATL | 05/15/2026 | 05/22/2026 | TLH |
| 06:15 | DL | 1727 | 717 | 110 | 1 345 7 | ATL | 05/25/2026 | 05/31/2026 | TLH |
| 06:15 | DL | 1727 | 717 | 110 | 2 6 | ATL | 05/09/2026 | 05/23/2026 | TLH |
| 06:15 | OH | 5562 | CR7 | 65 | 123456 | DCA | 04/08/2026 | 05/20/2026 | TLH |
| 06:15 | DL | 1727 | 717 | 110 | 5 | ATL | 05/08/2026 | 05/08/2026 | TLH |
| 06:15 | DL | 1727 | 717 | 110 | 2 67 | ATL | 05/24/2026 | 05/30/2026 | TLH |
| 06:15 | DL | 1727 | 717 | 110 | 1 34 7 | ATL | 05/07/2026 | 05/14/2026 | TLH |
| 06:30 | PT | 6068 | ER4 | 50 | 1234567 | CLT | 04/07/2026 | 05/20/2026 | TLH |
| 06:40 | OH | 5562 | CR7 | 65 | 7 | DCA | 04/26/2026 | 05/17/2026 | TLH |
| 07:00 | OH | 5472 | CR7 | 65 | 123456 | DCA | 05/21/2026 | 07/01/2026 | TLH |
| 07:00 | OH | 5325 | CR7 | 65 | 6 | DFW | 05/23/2026 | 06/27/2026 | TLH |
| 07:00 | OH | 5472 | CR7 | 65 | 7 | DCA | 05/24/2026 | 08/02/2026 | TLH |
| 07:04 | DL | 2116 | 717 | 110 | 1234567 | ATL | 04/13/2026 | 05/06/2026 | TLH |
| 07:05 | OH | 5325 | CR7 | 65 | 12345 7 | DFW | 05/22/2026 | 07/01/2026 | TLH |
| 07:05 | OH | 5325 | CR9 | 76 | 4 | DFW | 05/21/2026 | 05/21/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 3 5 | ATL | 05/22/2026 | 05/29/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 3 5 7 | ATL | 05/15/2026 | 05/20/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 2 4 | ATL | 05/07/2026 | 06/04/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 3 7 | ATL | 05/31/2026 | 06/03/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 1 | ATL | 05/18/2026 | 06/01/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 5 | ATL | 05/08/2026 | 05/08/2026 | TLH |
| 08:05 | DL | 2116 | 717 | 110 | 1 3 7 | ATL | 05/10/2026 | 05/13/2026 | TLH |
| 08:15 | OH | 5370 | CR9 | 76 | 1234567 | DFW | 04/20/2026 | 05/20/2026 | TLH |
| 08:29 | DL | 2116 | 717 | 110 | 7 | ATL | 05/24/2026 | 05/24/2026 | TLH |
| 08:29 | DL | 2116 | 717 | 110 | 6 | ATL | 05/09/2026 | 06/06/2026 | TLH |
| 09:30 | MQ | 3820 | E75 | 76 | 1234567 | MIA | 05/21/2026 | 06/01/2026 | TLH |
| 09:50 | MQ | 3878 | E75 | 76 | 1234567 | MIA | 04/07/2026 | 05/20/2026 | TLH |
| 10:08 | DL | 2563 | 717 | 110 | 6 | ATL | 05/02/2026 | 05/02/2026 | TLH |
| 10:09 | DL | 2563 | 717 | 110 | 12345 7 | ATL | 04/27/2026 | 05/06/2026 | TLH |
| 10:15 | DL | 2563 | 717 | 110 | 12345 7 | ATL | 05/07/2026 | 06/05/2026 | TLH |
| 11:45 | MQ | 3389 | E75 | 76 | 5 7 | MIA | 05/01/2026 | 05/03/2026 | TLH |
| 11:45 | PT | 6000 | ER4 | 50 | 1234567 | CLT | 05/21/2026 | 07/01/2026 | TLH |
| 11:50 | DL | 2563 | 717 | 110 | 6 | ATL | 05/09/2026 | 06/06/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 1 3 5 | ATL | 05/22/2026 | 06/03/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 1 3 5 | ATL | 05/08/2026 | 05/13/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 2 | ATL | 05/12/2026 | 05/12/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 4 7 | ATL | 05/07/2026 | 05/14/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 1 3 5 | ATL | 05/15/2026 | 05/20/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 2 | ATL | 05/19/2026 | 05/19/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 4 7 | ATL | 05/17/2026 | 05/21/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 7 | ATL | 05/24/2026 | 05/31/2026 | TLH |
| 11:51 | DL | 3064 | 717 | 110 | 2 4 | ATL | 05/26/2026 | 06/04/2026 | TLH |
| 12:11 | PT | 5867 | ER4 | 50 | 1 34567 | CLT | 04/08/2026 | 05/20/2026 | TLH |
| 12:18 | PT | 5867 | ER4 | 50 | 2 | CLT | 04/21/2026 | 05/19/2026 | TLH |
| 12:58 | DL | 3064 | 717 | 110 | 12345 7 | ATL | 04/30/2026 | 05/06/2026 | TLH |
| 12:58 | DL | 3064 | 717 | 110 | 6 | ATL | 05/02/2026 | 05/02/2026 | TLH |
| 13:33 | OH | 5458 | CR9 | 76 | 2 | DFW | 04/21/2026 | 05/19/2026 | TLH |

# Airline Flight Schedule

## Published Non-Stop Passenger Departures

### MAY 2026

| DEPARTURE TIME | OPERATOR | FLIGHT NUMBER | EQUIPMENT TYPE | SEATS | DAYS OF OPERATION | DESTINATION | EFFECTIVE DATE | DISCONTINUE DATE | ORIGIN |
|---|---|---|---|---|---|---|---|---|---|
| 13:37 | PT | 5880 | ER4 | 50 | 4 | CLT | 05/21/2026 | 05/21/2026 | TLH |
| 13:38 | OH | 5458 | CR9 | 76 | 1 3 5 | DFW | 04/20/2026 | 05/20/2026 | TLH |
| 13:38 | OH | 5458 | CR9 | 76 | 4 67 | DFW | 04/23/2026 | 05/17/2026 | TLH |
| 13:40 | OH | 5591 | CR9 | 76 | 1 3 6 | DFW | 05/23/2026 | 07/01/2026 | TLH |
| 13:40 | OH | 5591 | CR9 | 76 | 2 45 7 | DFW | 05/21/2026 | 06/30/2026 | TLH |
| 14:35 | PT | 5869 | ER4 | 50 | 2 | CLT | 04/21/2026 | 05/19/2026 | TLH |
| 14:43 | DL | 1549 | 717 | 110 | 2 4 7 | ATL | 05/07/2026 | 05/31/2026 | TLH |
| 14:43 | DL | 1549 | 717 | 110 | 6 | ATL | 05/09/2026 | 05/16/2026 | TLH |
| 14:43 | 9E | 4749 | CR9 | 76 | 6 | ATL | 05/23/2026 | 05/23/2026 | TLH |
| 14:43 | DL | 1549 | 717 | 110 | 1 3 5 | ATL | 05/08/2026 | 05/29/2026 | TLH |
| 14:43 | 9E | 4749 | CR9 | 76 | 6 | ATL | 05/30/2026 | 05/30/2026 | TLH |
| 15:22 | PT | 5869 | ER4 | 50 | 1 34567 | CLT | 04/08/2026 | 05/02/2026 | TLH |
| 15:22 | PT | 5869 | ER4 | 50 | 1 3 | CLT | 05/04/2026 | 05/06/2026 | TLH |
| 15:24 | PT | 5869 | ER4 | 50 | 1 34567 | CLT | 05/07/2026 | 05/20/2026 | TLH |
| 15:25 | AA | 2165 | 319 | 128 | 7 | CLT | 05/03/2026 | 05/03/2026 | TLH |
| 15:27 | PT | 5932 | ER4 | 50 | 1234567 | CLT | 05/21/2026 | 06/19/2026 | TLH |
| 15:46 | DL | 1549 | 717 | 110 | 2 | ATL | 05/05/2026 | 05/05/2026 | TLH |
| 15:46 | DL | 1549 | 717 | 110 | 1 345 7 | ATL | 04/13/2026 | 05/04/2026 | TLH |
| 15:46 | DL | 1549 | 717 | 110 | 6 | ATL | 05/02/2026 | 05/02/2026 | TLH |
| 15:46 | DL | 1549 | 717 | 110 | 3 | ATL | 05/06/2026 | 05/06/2026 | TLH |
| 17:15 | DL | 1545 | 717 | 110 | 5 | ATL | 05/01/2026 | 05/01/2026 | TLH |
| 17:15 | DL | 1545 | 717 | 110 | 3 | ATL | 04/29/2026 | 05/06/2026 | TLH |
| 17:15 | DL | 1545 | 717 | 110 | 1 | ATL | 04/27/2026 | 05/04/2026 | TLH |
| 17:15 | DL | 1545 | 717 | 110 | 7 | ATL | 05/03/2026 | 05/03/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 4 | ATL | 05/14/2026 | 05/14/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 5 | ATL | 05/15/2026 | 05/15/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 5 | ATL | 05/29/2026 | 05/29/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 2 | ATL | 05/19/2026 | 05/19/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 2 | ATL | 05/26/2026 | 05/26/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 7 | ATL | 05/31/2026 | 05/31/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 1 | ATL | 05/18/2026 | 05/18/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 4 | ATL | 05/21/2026 | 06/04/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 5 | ATL | 05/22/2026 | 05/22/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 4 | ATL | 05/07/2026 | 05/07/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 2 | ATL | 05/12/2026 | 05/12/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 6 | ATL | 05/23/2026 | 05/23/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 7 | ATL | 05/24/2026 | 05/24/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 1 | ATL | 05/25/2026 | 05/25/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 7 | ATL | 05/17/2026 | 05/17/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 6 | ATL | 05/16/2026 | 05/16/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 1 | ATL | 05/11/2026 | 05/11/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 3 | ATL | 05/13/2026 | 05/13/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 5 | ATL | 05/08/2026 | 05/08/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 3 | ATL | 05/27/2026 | 05/27/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 7 | ATL | 05/10/2026 | 05/10/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 6 | ATL | 05/09/2026 | 05/09/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 3 | ATL | 05/20/2026 | 05/20/2026 | TLH |
| 17:23 | DL | 1868 | 717 | 110 | 6 | ATL | 05/30/2026 | 05/30/2026 | TLH |
| 17:33 | PT | 5868 | ER4 | 50 | 1 34567 | CLT | 04/08/2026 | 05/20/2026 | TLH |
| 18:42 | OH | 5666 | CR9 | 76 | 1234567 | DFW | 04/21/2026 | 05/06/2026 | TLH |
| 18:44 | DL | 540 | 717 | 110 | 6 | ATL | 04/25/2026 | 05/02/2026 | TLH |

# Airline Flight Schedule

## Published Non-Stop Passenger Departures

### MAY 2026

| DEPARTURE TIME | OPERATOR | FLIGHT NUMBER | EQUIPMENT TYPE | SEATS | DAYS OF OPERATION | DESTINATION | EFFECTIVE DATE | DISCONTINUE DATE | ORIGIN |
|---|---|---|---|---|---|---|---|---|---|
| 18:44 | DL | 540 | 717 | 110 | 2 | ATL | 04/28/2026 | 05/05/2026 | TLH |
| 18:53 | OH | 5666 | CR9 | 76 | 2 456 | DFW | 05/07/2026 | 05/14/2026 | TLH |
| 18:53 | OH | 5666 | CR9 | 76 | 2 6 | DFW | 05/16/2026 | 05/19/2026 | TLH |
| 18:53 | OH | 5666 | CR9 | 76 | 1 3 5 7 | DFW | 05/10/2026 | 05/20/2026 | TLH |
| 19:05 | DL | 540 | 717 | 110 | 1 5 7 | ATL | 04/24/2026 | 05/04/2026 | TLH |
| 19:05 | DL | 540 | 717 | 110 | 3 | ATL | 05/06/2026 | 05/06/2026 | TLH |
| 19:06 | DL | 2878 | 717 | 110 | 1 | ATL | 05/25/2026 | 05/25/2026 | TLH |
| 19:06 | PT | 5863 | ER4 | 50 | 2 | CLT | 04/21/2026 | 05/19/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 7 | ATL | 05/31/2026 | 05/31/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 1 45 7 | ATL | 05/07/2026 | 05/14/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 3 | ATL | 05/27/2026 | 06/03/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 5 | ATL | 05/22/2026 | 05/29/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 3 | ATL | 05/13/2026 | 05/20/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 1 4 | ATL | 05/28/2026 | 06/04/2026 | TLH |
| 19:07 | DL | 2878 | 717 | 110 | 1 45 7 | ATL | 05/15/2026 | 05/21/2026 | TLH |
| 19:43 | PT | 5927 | ER4 | 50 | 6 | CLT | 05/23/2026 | 06/27/2026 | TLH |
| 19:48 | PT | 5927 | ER4 | 50 | 12345 7 | CLT | 05/21/2026 | 07/01/2026 | TLH |
| 19:54 | PT | 5863 | ER4 | 50 | 1 34567 | CLT | 04/08/2026 | 05/20/2026 | TLH |
| 20:05 | OH | 5408 | CR9 | 76 | 2 4 6 | DFW | 05/21/2026 | 06/09/2026 | TLH |
| 20:05 | OH | 5408 | CR9 | 76 | 1 3 5 7 | DFW | 05/22/2026 | 06/10/2026 | TLH |
| 20:15 | MQ | 3879 | E75 | 76 | 12 6 | MIA | 05/02/2026 | 05/05/2026 | TLH |
| 20:15 | MQ | 3879 | E75 | 76 | 1234567 | MIA | 05/06/2026 | 05/20/2026 | TLH |
| 20:18 | MQ | 3821 | E75 | 76 | 6 | MIA | 05/23/2026 | 06/27/2026 | TLH |
| 20:20 | AA | 3044 | 319 | 128 | 5 7 | MIA | 05/01/2026 | 05/03/2026 | TLH |
| 20:32 | MQ | 3821 | E75 | 76 | 12 45 7 | MIA | 05/21/2026 | 06/02/2026 | TLH |
| 20:36 | MQ | 3821 | E75 | 76 | 3 | MIA | 05/27/2026 | 05/27/2026 | TLH |
| **Monthly Seat Capacity : 45737** | | | | | | | | | |
| **Total Monthly Flight Count : 564** | | | | | | | | | |
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# Airline Flight Schedule

## Add - Drop Report

**The following airlines are NOW operating at TLH**

AA American Airlines

**The following airlines are NO LONGER operating at TLH**

YX Republic Airways

# Airline Flight Schedule

## Summary of Scheduled Passenger Service at TLH - Tallahassee, FL, USA

### MAY 2026

| Markets / Prodn Run Month | Current Month | Prior Month | % Change | Prior Year | % Change |
|---|---|---|---|---|---|
| NONSTOP MARKETS | 5 | 5 | 0 | 6 | -16.66666667 |
| DEPARTING SEATS | | | | | |
| Domestic | 1,362 | 1,339 | 1.717699776 | 1,099 | 24 |
| International | | | | | |
| Global | 1,362 | 1,339 | 1.717699776 | 1,099 | 24 |
| ARRIVING SEATS | | | | | |
| Domestic | 1,213 | 1,320 | -8.106060606 | 1,338 | -9 |
| International | | | | | |
| Global | 1,213 | 1,320 | -8.106060606 | 1,338 | -9 |
| AVERAGE DAILY DEPARTURES | 18 | 19 | -5.263157895 | 21 | -14 |
| By Equipment Class | | | | | |
| NARROW JETS | 6.58 | 6.53 | 0.765696784 | 3.42 | 92 |
| REGIONAL JETS | 11.61 | 12.03 | -3.49127182 | 15.17 | -23 |
| TURBO-PROPS | | | | 2.00 | -100 |
| Total of all Classes | 18.19 | 18.56 | -1.993534483 | 20.59 | -12 |
| By Equipment Groups | | | | | |
| Total Wide | | | | | |
| 319 | 0.1 | | 100 | | 100 |
| 320 | | | | 0.06 | -100 |
| B717 | 6.48 | 6.53 | -0.765696784 | 2.68 | 142 |
| B738 | | | | 0.65 | -100 |
| B739 | | | | 0.03 | -100 |
| Total Narrow | 6.58 | 6.53 | 0.765696784 | 3.42 | 92 |
| AT7 | | | | 2 | -100 |
| CR7 | 1.32 | 0.97 | 36.08247423 | 1.13 | 17 |
| CR9 | 2.74 | 3.23 | -15.17027864 | 6.1 | -55 |
| E75 | | | | 0 | -100 |
| EM2 | 3.00 | 3 | 0 | 4.81 | -38 |

# Airline Flight Schedule

## Summary of Scheduled Passenger Service at TLH - Tallahassee, FL, USA

| | | | | | |
|---|---|---|---|---|---|
| ERD | 4.55 | 4.83 | -5.797101449 | 2.97 | 53.1986532 |
| Total Regionals | | | | | |

**ATTACHMENT 5**
**RFP NO. 010-25-CW VEHICLE RENTAL CONCESSIONAIRES**
**TALLAHASSEE INTERNATIONAL AIRPORT**

## GROSS RECEIPTS HISTORY*

| In-Terminal | Contract Yr. 5<br>02-01-21 to<br>01-31-22 | Contract Yr. 6<br>02-01-22 to<br>01-31-23 | Contract Yr. 7<br>02-01-23 to<br>01-31-24 | Contract Yr. 8<br>02-01-24 to<br>01-31-25 | * Contract Yr. 9<br>02-01-25 to<br>01-31-26 |
|---|---|---|---|---|---|
| **Avis/Budget** | 7,485,894 | 9,164,677 | 8,960,937 | 8,440,901 | 7,371,642 |
| **Enterprise** | 3,221,224 | 3,992,194 | 4,172,934 | 5,162,938 | 5,862,699 |
| **Hertz** | 4,278,482 | 5,171,056 | 4,768,388 | 5,274,681 | 4,466,856 |
| **Alamo National** | 3,362,978 | 3,545,108 | 4,213,719 | 5,276,367 | 6,307,553 |
| **Total Market - In-Terminal** | 18,348,578 | 21,873,035 | 22,115,978 | 24,154,887 | 24,008,750 |
| **Off-Site** | * 02-01-21 to<br>01-31-22 | * 02-01-22 to<br>01-31-23 | * 02-01-23 to<br>01-31-24 | * 02-01-24 to<br>01-31-25 | * 02-01-25 to<br>01-31-26 |
| **Priceless** | 46,334 | 68,625 | 182,997 | 133,033 | 121,488 |
| **Peer to Peer** | 02-01-21 to<br>01-31-22 | 02-01-22 to<br>01-31-23 | 02-01-23 to<br>01-31-24 | * 02-01-24 to<br>01-31-25 | * 02-01-25 to<br>01-31-26 |
| **Turo** started on 4/22 | - | 103,338 | 135,747 | 148,096 | 231,776 |
| **Lyft -** *See Footnote 1* | 7,896 | 14,805 | 17,226 | 19,770 | 20,538 |
| **Uber -** *See Footnote 1* | 22,929 | 28,571 | 35,535 | 43,914 | 43,884 |

Footnote 1 - Pickup trip information provided that gross receipts are not available
*For information purposes only, data is not audited.

# TALLAHASSEE INTERNATIONAL AIRPORT
## ATTACHMENT 6 - TRAFFIC HISTORY REPORT

| | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Calendar Year | | FISCAL YEAR | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **2026** | | | | | | | | | | | | | CY 2026 | | FY 2026 | |
| **Enplanements** | 31,018 | 32,369 | 37,005 | 36,839 | | | | | | | | | 137,231 | N/A | 250,289 | N/A |
| **Deplanements** | 31,111 | 33,076 | 36,887 | 36,263 | | | | | | | | | 137,337 | N/A | 247,704 | N/A |
| | 62,129 | 65,445 | 73,892 | 73,102 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 274,568 | N/A | 497,993 | N/A |
| | **Jan.** | **Feb.** | **March** | **April** | **May** | **June** | **July** | **Aug.** | **Sept.** | **Oct.** | **Nov.** | **Dec.** | **Calendar Year** | | **FISCAL YEAR** | |
| **2025** | | | | | | | | | | | | | CY 2025 | | FY 2025 | |
| **Enplanements** | 31,502 | 35,057 | 42,368 | 40,231 | 42,659 | 37,939 | 36,570 | 39,321 | 35,852 | 40,933 | 36,062 | 36,063 | 454,557 | -6.45% | 472,522 | -0.08% |
| **Deplanements** | 33,250 | 35,488 | 41,432 | 39,664 | 39,191 | 37,450 | 36,435 | 39,381 | 35,410 | 41,693 | 35,062 | 33,612 | 448,068 | -7.10% | 463,926 | -1.78% |
| | 64,752 | 70,545 | 83,800 | 79,895 | 81,850 | 75,389 | 73,005 | 78,702 | 71,262 | 82,626 | 71,124 | 69,675 | 902,625 | -6.77% | 936,448 | -0.93% |
| | **Jan.** | **Feb.** | **March** | **April** | **May** | **June** | **July** | **Aug.** | **Sept.** | **Oct.** | **Nov.** | **Dec.** | **Calendar Year** | | **FISCAL YEAR** | |
| **2024** | | | | | | | | | | | | | CY 2024 | | FY 2024 | |
| **Enplanements** | 33,341 | 35,795 | 41,406 | 40,366 | 45,110 | 40,575 | 39,343 | 41,731 | 37,214 | 43,336 | 44,311 | 43,376 | 485,904 | 12.78% | 472,918 | 12.68% |
| **Deplanements** | 36,057 | 35,950 | 41,553 | 39,863 | 42,652 | 40,748 | 39,456 | 41,291 | 38,501 | 45,016 | 41,508 | 39,701 | 482,296 | 12.73% | 472,335 | 13.10% |
| | 69,398 | 71,745 | 82,959 | 80,229 | 87,762 | 81,323 | 78,799 | 83,022 | 75,715 | 88,352 | 85,819 | 83,077 | 968,200 | 12.75% | 945,253 | 12.89% |
| | **Jan.** | **Feb.** | **March** | **April** | **May** | **June** | **July** | **Aug.** | **Sept.** | **Oct.** | **Nov.** | **Dec.** | **Calendar Year** | | **FISCAL YEAR** | |
| **2023** | | | | | | | | | | | | | CY 2023 | | FY 2023 | |
| **Enplanements** | 29,931 | 29,150 | 36,939 | 34,574 | 36,702 | 37,149 | 36,552 | 35,257 | 36,566 | 40,450 | 39,432 | 38,155 | 430,857 | 4.77% | 419,695 | 1.68% |
| **Deplanements** | 31,458 | 29,173 | 36,859 | 34,050 | 35,218 | 36,518 | 37,048 | 35,699 | 35,548 | 41,581 | 38,947 | 35,736 | 427,835 | 4.51% | 417,642 | 1.88% |
| | 61,389 | 58,323 | 73,798 | 68,624 | 71,920 | 73,667 | 73,600 | 70,956 | 72,114 | 82,031 | 78,379 | 73,891 | 858,692 | 4.64% | 837,337 | 1.78% |
| | **Jan.** | **Feb.** | **March** | **April** | **May** | **June** | **July** | **Aug.** | **Sept.** | **Oct.** | **Nov.** | **Dec.** | **Calendar Year** | | **FISCAL YEAR** | |
| **2022** | | | | | | | | | | | | | CY 2022 | | FY 2022 | |
| **Enplanements** | 26,839 | 29,693 | 35,505 | 37,429 | 37,338 | 35,337 | 34,481 | 32,668 | 35,065 | 37,841 | 35,389 | 33,645 | 411,230 | 24.30% | 412,778 | 51.64% |
| **Deplanements** | 28,050 | 29,879 | 35,360 | 37,442 | 35,511 | 34,652 | 34,761 | 33,012 | 34,623 | 40,228 | 34,624 | 31,219 | 409,361 | 25.32% | 409,931 | 53.08% |
| | 54,889 | 59,572 | 70,865 | 74,871 | 72,849 | 69,989 | 69,242 | 65,680 | 69,688 | 78,069 | 70,013 | 64,864 | 820,591 | 24.81% | 822,709 | 52.35% |
| | **Jan.** | **Feb.** | **March** | **April** | **May** | **June** | **July** | **Aug.** | **Sept.** | **Oct.** | **Nov.** | **Dec.** | **Calendar Year** | | **FISCAL YEAR** | |
| **2021** | | | | | | | | | | | | | CY 2021 | | FY 2021 | |
| **Enplanements** | 12,887 | 13,604 | 20,598 | 23,680 | 26,337 | 32,310 | 32,348 | 29,621 | 31,019 | 35,284 | 37,519 | 35,620 | 330,827 | 74.53% | 272,214 | 5.92% |
| **Deplanements** | 13,828 | 13,550 | 20,908 | 22,748 | 25,935 | 31,150 | 32,057 | 29,358 | 30,467 | 36,242 | 37,316 | 33,083 | 326,642 | 73.27% | 267,786 | 4.33% |
| | 26,715 | 27,154 | 41,506 | 46,428 | 52,272 | 63,460 | 64,405 | 58,979 | 61,486 | 71,526 | 74,835 | 68,703 | 657,469 | 73.91% | 540,000 | 5.13% |
| | **Jan.** | **Feb.** | **March** | **April** | **May** | **June** | **July** | **Aug.** | **Sept.** | **Oct.** | **Nov.** | **Dec.** | **Calendar Year** | | **FISCAL YEAR** | |
| **2020** | | | | | | | | | | | | | CY 2020 | | FY 2020 | |
| **Enplanements** | 34,582 | 35,289 | 18,948 | 1,561 | 4,308 | 8,642 | 11,264 | 12,345 | 12,800 | 15,899 | 17,194 | 16,717 | 189,549 | -56.21% | 257,004 | -39.62% |
| **Deplanements** | 35,495 | 36,073 | 18,883 | 1,459 | 4,565 | 8,581 | 10,751 | 12,076 | 12,843 | 15,788 | 16,185 | 15,812 | 188,511 | -56.36% | 256,661 | -39.75% |
| | 70,077 | 71,362 | 37,831 | 3,020 | 8,873 | 17,223 | 22,015 | 24,421 | 25,643 | 31,687 | 33,379 | 32,529 | 378,060 | -56.28% | 513,665 | -39.69% |