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**NEVADA COUNTY BOARD OF SUPERVISORS**

**Board Agenda Memo**

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**MEETING DATE:** June 25, 2024

**TO:** Board of Supervisors

**FROM:** Steve Monaghan, IGS Agency Director

**SUBJECT:** Resolution approving and authorizing execution of a contract with Aeroplex Group Partners to provide a Revenue Sustainability and Development Plan for the Nevada County Airport in the maximum amount of \$76,422, plus a ten percent contingency for a total contract not to exceed of \$84,064, for the period of June 25, 2024 through December 31, 2024, and authorizing the Airport Manager to execute the contract and amend the FY 23/24 Airport Budget (4/5 affirmative vote required)

**RECOMMENDATION:** Adopt the Resolution

**FUNDING:** Funding for this contract will be through Nevada County Airport FY 23/24 Budget and a budget amendment has been included for approval.

**BACKGROUND:** The Nevada County Airport is a valuable asset to our County and community, often supporting aviation enthusiasts with a place to fly into and explore Grass Valley's and Nevada City's shops and restaurants. In addition, the airport is home to one of northern California's CalFire Air Attack Bases. The CalFire aircraft serve as the primary revenue support for our County Airport by means of fuel sales needed to fly over fires. During active fire seasons revenue is high and equally so, when fire season is not as active, revenue is low.

Understanding the value of the Airport it is also important to seek a means to a sustainable revenue stream in order to support the demands of owning and operating a healthy airport to ensure viability, desirability and continuity of support to this community.

To best accomplish a thorough understanding of potential revenue sustainability, a variety of possibilities need to be considered. Including but not limited to, future expansion of airport property footprint and possible development opportunities which would also provide sustainable revenue support such as restaurant establishment, additional hangars, rental spaces etc.

An RFP was drafted in collaboration with the Airport Manager and the Purchasing Division to seek Aviation Management companies to provide a revenue sustainability and development plan.

One proposal was received from Aeroplex Group Partners which was determined to be responsive and responsible to the criteria published in the RFP.

This resolution will authorize the Airport Manager to enter into contract with Aeroplex Group Partners for the term of June 25, 2024 through December 31, 2024.

**Item Initiated by:** Kevin Edwards, Airport Manager

**Approved by:** Justin Drinkwater, Facilities Director