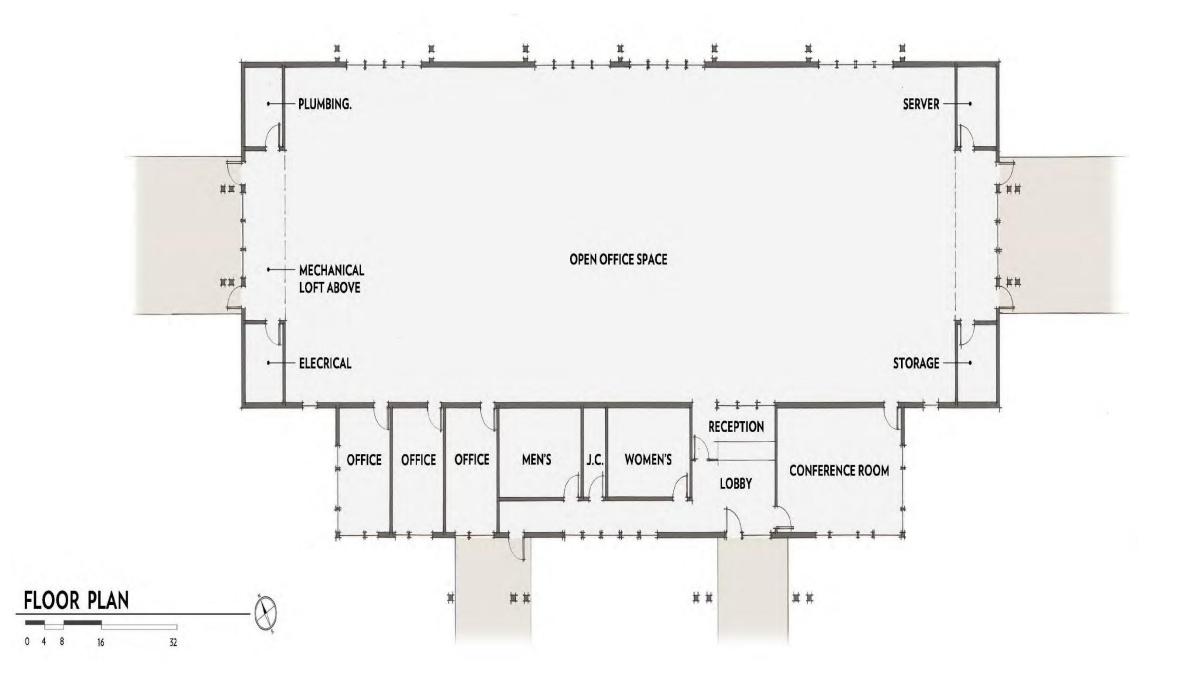
TTAD Special Board Meeting Ad Hoc Committee Summary Report & Update January 6, 2015

- Today's Objective is to Discuss the Possibility of the Airport District Acting as Developer to Design and Construct a 10,000 sq. ft. Building to Initially be Occupied by Clear Capital as their Truckee Headquarters – 10 Yr. Lease & 9 yrs. of options.
- This Design/Build Project Would be Compliant with All Design/Code Requirements of Nevada County and Truckee.
- We Recommend the Annexation Question of Airport Land on Soaring Way Is a Future & Separate Board Topic





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The Airport Districts Motivation

1.-Biggest Motivation is the Add to Our Leasing Revenue Streams

- Hangars = \$1,340,000
- Warehouses = \$305,000
- Other Business Leases(Hertz/Red Truck/Hangar 1) = \$174,000
- Total Revenue Projected for F2015 = \$1,819,000



MASTER PLAN





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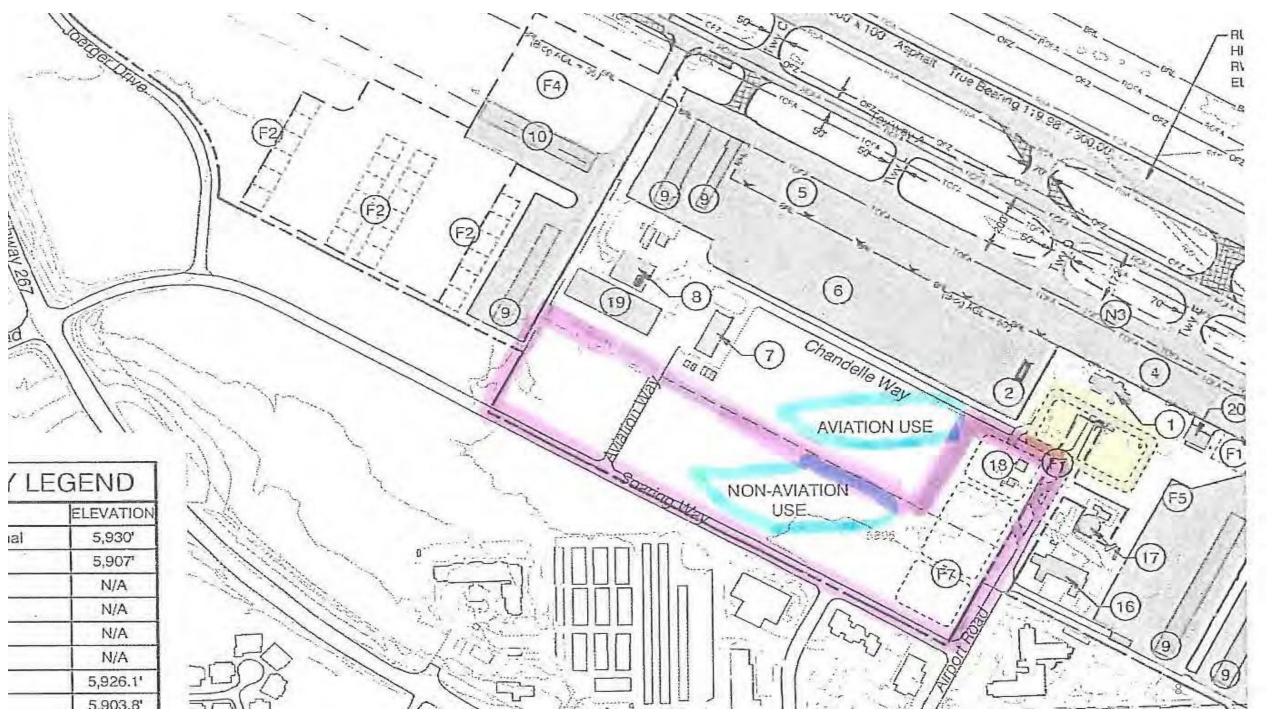
4.1 Development Suitability by Location

Numerous alternatives can be defined that will meet the various building area facility requirements. The purpose of the analysis that follows is to give some structure to the myriad of possibilities. Rather than attempting to identify a precise plan for development, the intent here is to establish a framework within which individual facility requirements can be accommodated over the lifespan of the Master Plan.

TRK has the advantage of having over 200 acres of land potentially usable for building area development with less than 20% of it built upon. Not all of this land is equal, however. To help assess which areas are best suited for what functions, **Figure 4-35** divides the building area into 10 blocks of land each having relatively uniform physical characteristics. **Table 4-3** lists the apparent development opportunities for each block together with the constraints and other design factors affecting the realization of those opportunities.

A review of Table 4-3 reveals that none of the land blocks is best for all things. Each offers development opportunities, but each also has significant constraints. Conclusions reached regarding the optimum usage of each block, both within and beyond the 12-year master planning time frame are as follows:

- Block A (Existing core area aviation facilities)—With excellent road and taxiway access, this location
 provides the core aviation facilities and services for based and transient aircraft owners and airport visitors
 and will continue in this capacity. The major portion of the area consists of aircraft parking apron and Thangar buildings. There is likely a need to reconfigure parts of the apron layout to better accommodate
 larger aircraft, but for the most part the overall layout of Block A is expected to remain as is.
- Block B (Adjacent to West Ramp)—Lying between the existing aircraft apron and Soaring Way, this 22-acre block consists mostly of vacant land. The only present uses are for automobile rental and long-term parking. Its central location, high visibility, road access, utilities availability, and flat terrain make the site a prime candidate for future development, either aviation-related on nonaviation. Taxilane circulation through Block A would need to be modified to enhance the usability of this site for aviation-related uses, particularly ones involving large aircraft. Nonetheless, to the extent that the site is the best location for aviation-related development, such usage should have priority. If not fully needed for aviation-related functions, revenue-producing nonaviation development would be appropriate.



Draft Strategic Plan Truckee Tahoe Airport District Updated: 1.26.14

Site & Facilities: Key points from Master Plan Public Outreach Process

>Open space programs around airport and other acquisitions are popular

>Administration Building (playground, new building, Red Truck) has been received well

>Build more Executive Hangars and a Multi-use hangar. Impacts (positive, negative, and unintended) of these facilities should be understood before moving forward)

>Enhance support for community and education (shared use hangar, on-site facilities, land leasing, aviation education programs/flying club for youth and adults)

- >Expand/enhance restaurant with longer hours, more options
- >Improve runways and encourage more use of crosswind runway
- >Improve emergency services

>Lease land for public and private development opportunities

The Airport Districts Motivation – Cont.

2. - Long-Term TTAD Needs to Strive for Financial Self Sufficiency

- FAA AIP(Airport Improvement Program) money for runway & taxiway construction and maintenance are tied to 39 separate FAA Grant Assurances.
 - This AIP funding from the FAA has provided TTAD with \$10 million over the last 10 Yrs.
 - Grant Assurance 24 asks Airports who receive AIP funds to work long-term on Financial Self Sufficiency.
- The Possible Loss of the TTAD Property Tax Dollars some day similar to the Loss of Redevelopment Agency Dollars that occurred across California
- Airports are Public Entities that Behave like Private Businesses.



Grant

ASSURANCES

Airport Sponsors

A. General.

- 1. These assurances shall be complied with in the performance of grant agreements for airport development, airport planning, and noise compatibility program grants for airport sponsors.
- 2. These assurances are required to be submitted as part of the project application by sponsors requesting funds under the provisions of Title 49, U.S.C., subtitle VII, as amended. As used herein, the term "public agency sponsor" means a public agency with control of a public-use airport; the term "private sponsor" means a private owner of a public-use airport; and the term "sponsor" includes both public agency sponsors and private sponsors.
- 3. Upon acceptance of this grant offer by the sponsor, these assurances are incorporated in and become part of this grant agreement.

B. Duration and Applicability.

1. Airport development or Noise Compatibility Program Projects Undertaken by a Public Agency Sponsor.

The terms, conditions and assurances of this grant agreement shall remain in full force and effect throughout the useful life of the facilities developed or equipment acquired for an airport development or noise compatibility program project, or throughout the useful life of the project items installed within a facility under a noise compatibility program project, but in any event not to exceed twenty (20) years from the date of acceptance of a grant offer of Federal funds for the project. However, there shall be no limit on the duration of the assurances regarding Exclusive Rights and Airport Revenue so long as the airport is used as an airport. There shall be no limit on the duration of the terms, conditions, and assurances with respect to real property acquired with federal funds. Furthermore, the duration of the Civil Rights assurance shall be specified in the assurances.

2. Airport Development or Noise Compatibility Projects Undertaken by a Private Sponsor.

The preceding paragraph 1 also applies to a private sponsor except that the useful life of project items installed within a facility or the useful life of the facilities developed or equipment acquired under an airport development or noise compatibility program project shall be no less than ten (10) years from the date of acceptance of Federal aid for the project.

24. Fee and Rental Structure.

It will maintain a fee and rental structure for the facilities and services at the airport which will make the airport as self-sustaining as possible under the circumstances existing at the particular airport, taking into account such factors as the volume of traffic and economy of collection. No part of the Federal share of an airport development, airport planning or noise compatibility project for which a grant is made under Title 49, United States Code, the Airport and Airway Improvement Act of 1982, the Federal Airport Act or the Airport and Airway Development Act of 1970 shall be included in the rate basis in establishing fees, rates, and charges for users of that airport.

A Discussion Point in the American Association of Airport Executives Certified Manager Training Module #1

Airport Executives and policy-makers must understand and balance two dichotomous philosophies: (1) the airport is a public entity and must be managed as a public entity, and (2) the airport is a business enterprise and must also be managed as a business. The debate over the status of the airport as either a public entity or a business enterprise will likely go on for years to come, but the simplest understanding is that an airport is a public entity that is run like a business.

AIRPORT REVENUE NEWS

December 2014/January 2015 / Vol.12 / Issue159

A DIVISION OF URBAN EXPOSITIONS

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Airport Involvement Increases As NextGen Is Implemented

ARN Reveals Finalists For Best Airport, Concession Awards

AFTERMATH

Push For PFCs Will Continue Despite Republican Majority

GINA MARIE LINDSEY ARN Director Of The Year, Large Airports Category

Review

ARN Looks Back On Events Of 2014

The Airport Districts Motivation – Cont.

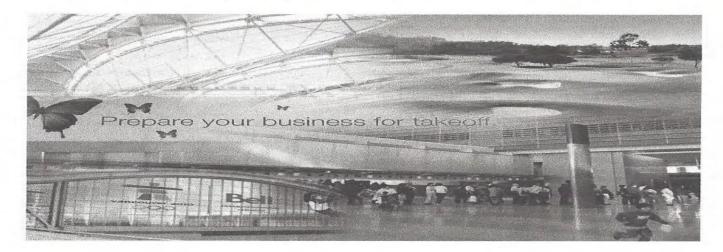
3. – Timely Opportunity Has Emerged to Develop some of TTAD's Non-Aviation Acreage:

- Non-Aviation Land is approximately 15 Acres on Airport Rd. & Soaring Way.
- References to this type of Leasing & Development is in:
 - The 2025 Master Plan developed with Mead & Hunt.
 - The TTAD Strategic Plan.
 - Airport Cooperative Research Program Airport Revenue Diversification Sponsored by the FAA – Next two slides

ACRRP SYNTHESIS 19

AIRPORT COOPERATIVE RESEARCH PROGRAM

Airport Revenue Diversification



A Synthesis of Airport Practice

TRANSPORTATION RESEARCH BOARD OF THE NATIONAL ACADEMIES Sponsored by the Federal Aviation Administration

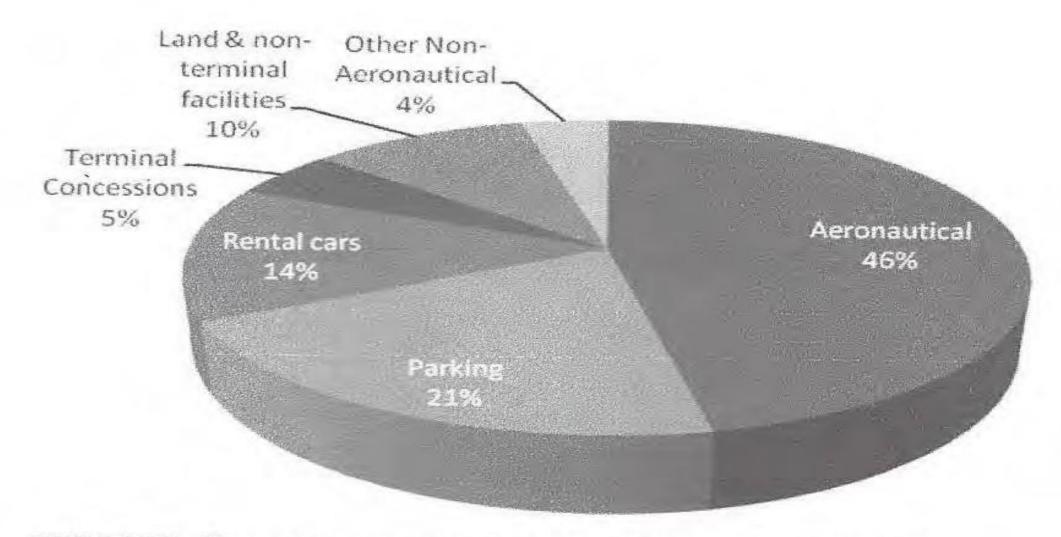


FIGURE 11 Airport operating revenue by source for small and non-hub airports, 2008. *Source*: FAA, AAS-400: CATS: Report 127.

The Airport Districts Motivation – Cont.

- 4. –Provide Clear Capital an Alternative to Moving Most of it's Truckee Residents to Reno.
 - Business Opportunity has been Presented to us for a Non-Aviation Development Project
 - Adds to TTAD's Leasing Revenue
 - Helps TTAD's Financial Self-Sufficiency Objective
 - Generates Higher Return on Districts Balance Sheet Cash
 - Helps to Keep the Clear Capital Family Close to and involved with The Airports Districts Communities

Project Benefits to the Community and the T. T. Airport District

- The Retention of 70 to 100 jobs in Our Community.
- Keeping a Strong Clear Capital Presence in Truckee:
 - Tax Base for the City and County
 - Event, Non-Profit and Service Organization Support
 - Vendor Support
- Assists in the Diversification of Revenue for the Airport District.
- Kick Start the Future Office/Industrial/etc. Park on Non-Aeronautical Land along Soaring Way with Prestige Anchor Tenant.
- Provides Space for Future Aeronautical Business Uses and help to meet the FAA Grant Assurance Mandate.
- Gives Flexibility to District to meet Future District Office Needs & Public Meeting Space.
- Remaining Vacant Space could be Leased to Local Businesses or other non-aeronautical uses.
- Will Keep Quality and Diverse Jobs and \$\$\$ in the Area.
- Have a Way to do it with Available Funds while Increasing Our ROI 16x.