

**FORT WAYNE-ALLEN COUNTY AIRPORT AUTHORITY
REAL ESTATE AND AIRPORT DEVELOPMENT COMMITTEE MEETING
REGULAR SESSION**

3801 W. Ferguson Road | Fort Wayne, IN 46809

March 15, 2021

2:50 p.m.

COMMITTEE MEMBERS: Jerry Henry, Board Member – present
Barry Sturges, Board Member – present
Robin Strasser, Director of Administration and Finance – present
Joe Marana, Director of Operations and Facilities – present

STAFF ATTENDEES: Scott Hinderman, Executive Director of Airports
Patrick Dooley, Director of Airport Development
Mary Easterday, Administrative Assistant

OTHER ATTENDEES: Mike Deam, Attorney
Tom Trent, Attorney
Gregg Sengstack, Board Member
Réna Bradley, Board Member
Kim Wagner, Board Member

CALL TO ORDER:

The meeting was called to order at 2:55 p.m. by Mr. Barry Sturges, FWACAA Board Member.

APPROVAL OF MINUTES:

Mr. Joe Marana made a motion to approve the February 8, 2021 Real Estate and Airport Development Committee Meeting regular session minutes. Mr. Jerry Henry seconded the motion; the motion unanimously carried.

REVIEW AND APPROVAL OF LEASE WITH AMERICAN RENT A CAR FORT WAYNE INDIANA, LLC FOR SPACE IN BUILDING 1008

Mr. Hinderman informed members of the READ Committee that Airport Authority staff have successfully negotiated a lease agreement with American Rent A Car Fort Wayne Indiana, LLC for the lease and operation of the rental car maintenance facility, Building 1008, which Hertz vacated in October 2020. Mr. Hinderman summarized the lease agreement as follows:

LEASE SUMMARY

FACILITY:	3811 Sixth Street Building 1008 (rental car maintenance facility) Building = approximately 2400 square feet of space
TENANT:	Executive Car Rental operating as "American Rent A Car Fort Wayne Indiana, LLC"
USE OF FACILITY	Rent-a-car service and vehicle storage facility
LEASE TERM:	Five Year Term: May 1, 2021 – April 30, 2026
RENTAL RATE:	May 1, 2021 – April 30, 2024 <ul style="list-style-type: none">• \$1,500 per month May 1, 2024 – April 30, 2025 <ul style="list-style-type: none">• \$1,545.00 May 1, 2025 – April 30, 2026 <ul style="list-style-type: none">• \$1,591 per month
OPTION TO RENEW:	Tenant shall have no option to renew this lease agreement
RENT CREDITS:	Tenant will invest a minimum of \$36,000 to modify the premises and meet tenant's operating needs. Landlord will allow tenant to utilize up to \$36,000 in rent credits based on actual improvements made to the premises. Rent credits will be available as follows: Year 1 = Up to 100% of minimum monthly rent based on actual cost of improvements Year 2 = Up to 50% of minimum monthly rent based on actual cost of improvements Year 3 = Up to 50% of minimum monthly rent based on actual cost of improvements
UTILITIES:	Tenant solely responsible for all utility services on the premises
INSURANCE:	Tenant responsible for all insurance cost; required to obtain full replacement cost property insurance, cost of insurance will be paid by the tenant

REVIEW AND APPROVAL OF CONCESSION AGREEMENT WITH AMERICAN RENT A CAR FORT WAYNE INDIANA, LLC

Mr. Hinderman reported that American Rent A Car Fort Wayne Indiana, LLC has also agreed to the terms of the current Rental Car Lease and Concession Agreement and will begin renting vehicles out of the FWA Terminal beginning May 1, 2021. The current Rental Car Lease and Concession Agreement was approved by the board in September of 2017 and American Rent A Car Fort Wayne, Indiana LLC will operate as a concessionaire under this agreement. The agreement approved by the board in September 2017 was a five-year agreement running December 1, 2017 – November 30, 2022. American Rent A Car's agreement will be in effect May 1, 2021 – November 30, 2022. Mr. Hinderman also noted that under the terms of the Concession Agreement, American Rent a Car would have a MAG (minimum annual guarantee) of \$75,000

annually. Mr. Hinderman noted the MAG is currently being waived for all rental car companies through May 31, 2021 and per the Concession Agreement American Rent A Car will pay the Percentage Privilege Fee of 10% of Gross Revenue while the MAG is being waived.

Mr. Joe Marana made a motion to approve the lease with American Rent A Car Fort Wayne Indiana, LLC for space in Building 1008 as presented, and also the Concession Agreement with American Rent A Car Fort Wayne, Indiana LLC as presented, and to also provide a recommendation for approval by the full board when presented for consideration and approval at the March 15, 2021 board meeting. Mr. Jerry Henry seconded the motion; the motion unanimously carried.

OTHER BUSINESS

No other business was brought before the committee at this time.

ADJOURNMENT:

Mr. Sturges adjourned the meeting at 2:59 p.m.

EXECUTIVE SESSION:

An Executive Session was held at 2:15 p.m. on March 15, 2021 prior to the Regular Meeting, to discuss Personnel (pursuant to IC 5 14 1.5 6.1(b)(5) or (b)(6) or (b)(9), Lease Negotiations (pursuant to IC 5 14 1.5 6.1(b)(2)(D), pending or threatened litigation which is pursuant to IC 5 14 1.5 1(b)(2)(B), and confidential records which is pursuant to IC 5 14 1.5 6.1 (b)(7).

Attendance:

Jerry Henry, present
Richard B. (Barry) Sturges, Jr., present
Robin Strasser, present
Joe Marana, present
Scott Hinderman, present
Mike Deam, present
Gregg Sengstack, present
Patrick Dooley, present
Mary Easterday, present

By signing the minutes of the March 15, 2021 regular session READ committee meeting, it is hereby certified that nothing other than the topics, as noted above, were discussed during the Executive Session.


Jerry Henry, Committee Member

Real Estate and Airport Development Committee