



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: AUGUST 20, 2024

DEPARTMENT: PUBLIC WORKS, AIRPORT DIVISION

FROM: DAVID JACOBS, DIRECTOR

BY: MATT NELSON, AIRPORT MANAGER, C.M., ATP.

TITLE: AIRPORT ECONOMIC IMPACT STUDY FOR THE SALINAS MUNICIPAL AIRPORT

RECOMMENDED MOTION:

It is recommended that the City Council approve a resolution for the following:

1. Approving the Memorandum of Understanding for cooperative procurement for consideration of professional services to complete an Airport Economic Impact Study for the Salinas Municipal Airport; and
2. Authorize the City Manager to execute the Memorandum of Understanding.

EXECUTIVE SUMMARY:

The City Airports of Watsonville, Marina, Hollister and Salinas are looking to enter into a memorandum of understanding to issue a Request for Proposal (RFP) and possibly hire a consultant for an economic impact study similar to a study previously conducted in 2019.

DISCUSSION:

In 2019, an economic impact study was conducted in partnership with the Watsonville Municipal Airport. The objective of the study was to: (1) Communicate the value and benefits of the airport to the community at-large, and local, state, and federal decision makers, (2) Provide City with evidence and narrative of the economic, social, and community benefits the airport contributed to the community to highlight the continued need for support and (3) Allow the Salinas Municipal Airport to make strategic planning and funding decisions and provide better support and infrastructure, development projects and provide better support and infrastructure development projects to spur economic development at the airport and throughout the City.

Currently, the Marina, Watsonville, Hollister, and Salinas Municipal Airports seek to enter a

joint economic impact study similar to the study previously conducted in 2019. This Memorandum of Understanding (MOU) gives the framework for the cooperative effort to issue a Request for Proposal (RFP) to acquire the consultant services for the study amongst the Municipal Airports. The approach to acquiring the professional services for the study may be more cost-effective for the parties to cooperatively procure such professional services to achieve economies of scale and make the best use of airport funding and minimize costs.

The MOU provides: the City of Salinas/Municipal Airport shall award its own contract to the selected consultant if a contract award is determined to be in the City's best interests. No party shall be required to award a contract under the cooperative procurement if the results are not economically advantageous. The City of Salinas/Municipal Airport may withdraw from this MOU, without cause, with 30 days written notice.

CEQA/NEPA CONSIDERATION:

The City of Salinas has determined that the proposed action is not a project and, therefore, exempt as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

This action supports the City Council's Goals of Economic Development.

DEPARTMENTAL COORDINATION:

The process of administering these projects involve the following departments: Public Works, Finance, and Legal. Public Works Department oversees the development of the project's plans, specifications, and estimates. The Finance Department administers the proper appropriation of funds. The Legal Department reviews pertinent documents/contracts to ensure the City is in compliance with applicable laws and regulations.

FISCAL AND SUSTAINABILITY IMPACT:

There are no direct fiscal impacts associated with entering this MOU.

ATTACHMENTS:

Resolution
Request for proposals
Memorandum of Understanding