

REPORT TO THE CITY COUNCIL

City of Salinas, California

DATE: April 28, 2015

FROM: Gary E. Petersen C.A.E. Director of Public Works

BY: Brett J. Godown, Airport Manager

SUBJECT: **REGIONAL FLY-IN AT THE SALINAS MUNICIPAL AIRPORT**

RECOMMENDATION:

It is recommended that the City Council adopt a resolution approving the issuance of an Airport Use and License Agreement to the Aircraft Owners and Pilots Association (AOPA) to conduct a Regional Fly-in on May 15-16, 2015 at the Salinas Municipal Airport.

DISCUSSION:

Founded in 1939, the Aircraft Owners and Pilots Association (AOPA) is the largest aviation member association in the world. AOPA advocates for general aviation and its members on a variety of legislative, regulatory and airport issues at federal, state and local levels. AOPA is engaged in improving general aviation safety, growing the general aviation community, and promoting membership engagement and involvement through a variety of aviation events and initiatives. In late 2014, AOPA requested proposals from interested general aviation airports to host a regional fly-in in 2015. Airport Staff submitted a proposal with the Airport Commission's recommendation. AOPA has selected Salinas Municipal Airport as one of the 2015 Host Sites. Salinas Municipal Airport was selected from more than 40 airports to host this Fly-In. Final selections were made based on a combination of location, runway and ramp capacity, facilities, prevailing weather and other important factors. AOPA's 2015 Fly-Ins are scheduled for Salinas Municipal Airport (SNS) on May 16, Minnesota's Anoka County-Blaine Airport (ANE) on Aug. 22, Colorado's Colorado Springs Municipal Airport (COS) on Sept. 26, and Tennessee's Tullahoma Regional Airport (THA) on Oct. 10.

An AOPA Regional Fly-In primarily consists of a one-day Saturday event scheduled during the most weather-favorable time of the year. Attendance in 2014 for each Saturday fly-in averaged approximately 2,500 people (450 aircraft and 900 automobiles). AOPA, the Airport, Airport Businesses, and Airport Associations are hosting activities the day before the main event to attract attendees to arrive a day early and explore the local area. The activities include a pilot's seminar, a golf tournament at the Salinas Fairways Golf Course, a sponsored reception, movie night at the airport, and onsite aircraft camping. The Saturday event schedule includes a pancake breakfast and a midday lunch event. Throughout the day, attendees have the opportunity to socialize with fellow pilots and attendees, and participate in a variety of aircraft displays,

exhibits, clinics, forums, aviation safety seminars and other functions. The event ends with a “Town Hall” meet and greet with AOPA President Mark Baker, who discusses issues important to general aviation, takes questions from attendees, and in some cases interviews key aviation leaders and elected officials.

During 2014 more than 16,000 people attended AOPA Fly-Ins, which also drew more than 2,800 aircraft. Airport Staff recognizes the significant benefits from bringing large special events to the local area. With the expectation that 2,500-4,000 attendees will come to Salinas to attend the Fly-in, airport businesses will benefit from short term stimulus and be positioned to develop new partnerships and potential business opportunities. Attendees staying or visiting Salinas will purchase local goods and services all of which help local businesses and generate additional tax revenue for the City.

The attached Airport Use and License Agreement is an AOPA authored fly-in permit which was executed for several 2014 AOPA Fly-In events. The City of Salinas City Attorney has reviewed the Agreement and found it acceptable for the City’s use. The Agreement provides access to the airport environs for the purpose of hosting an aviation fly-in event. The Agreement requires insurance coverage not less than Two Million Dollars (\$2,000,000), combined single limit equal or split limits equal to and not less than Two Million Dollars (\$2,000,000), for bodily injury and property damage with respect to each occurrence. Airport Staff and AOPA are working with the City of Salinas to obtain a Special Event Permit. The Special Event Permit covers the parking and transportation plan, food and beverage, security, disabled accessibility and medical plan, sanitation and recycling, and other specific provisions. Once completed, the Special Events Permit becomes the “Exhibit A” document referenced in the AOPA Airport Use and License Agreement.

ISSUE:

Shall the City Council approve the issuance of Airport Use and License Agreement to AOPA for the purposes of conducting a fly-in on May 15-16, 2015 at the Salinas Municipal Airport?

COMMISSION RECOMMENDATIONS:

Staff brought the Airport Use and License Agreement to the Airport Commission for its consideration at their January 2015 meeting. The Airport Commission unanimously recommended approval of the Airport Use and License Agreement between the City of Salinas and AOPA to conduct a regional fly-in at the Salinas Municipal Airport.

FISCAL IMPACT:

At the February 17, 2015 Salinas City Council meeting, Council approved a mid-year budget adjustment appropriating an additional \$15,000.00 to the Airport Enterprise Fund for the AOPA Regional Fly-in. The appropriated funds were allocated from the Airport Enterprise Fund and not the City General fund. The General Fund is not affected by the additional appropriation to the Airport Enterprise Fund. The additional appropriated amount will be expended on City services,

preparing airport facilities through special beautification maintenance projects, and on event operational expenses.

ALTERNATIVES/IMPLICATIONS:

The City Council may choose to withhold its consent and direct Staff how to proceed.

CITY COUNCIL GOALS:

Money spent on goods, services, lodging, and meals by attendees visiting the local area while attending the AOPA Fly-in contributes to the local economy and to the local tax base, supporting the Council's initiative for creating economic diversity and prosperity.

CONCLUSIONS:

It is recommended that the City Council adopt a resolution approving the issuance of an Airport Use and License Agreement to the Aircraft Owners and Pilot Association to conduct a fly-in at the Salinas Municipal Airport.

Distribution:
City Council
City Manager
Department Heads
City Attorney

Attachments:
Resolution
AOPA Airport Use Permit
Insurance Letter