



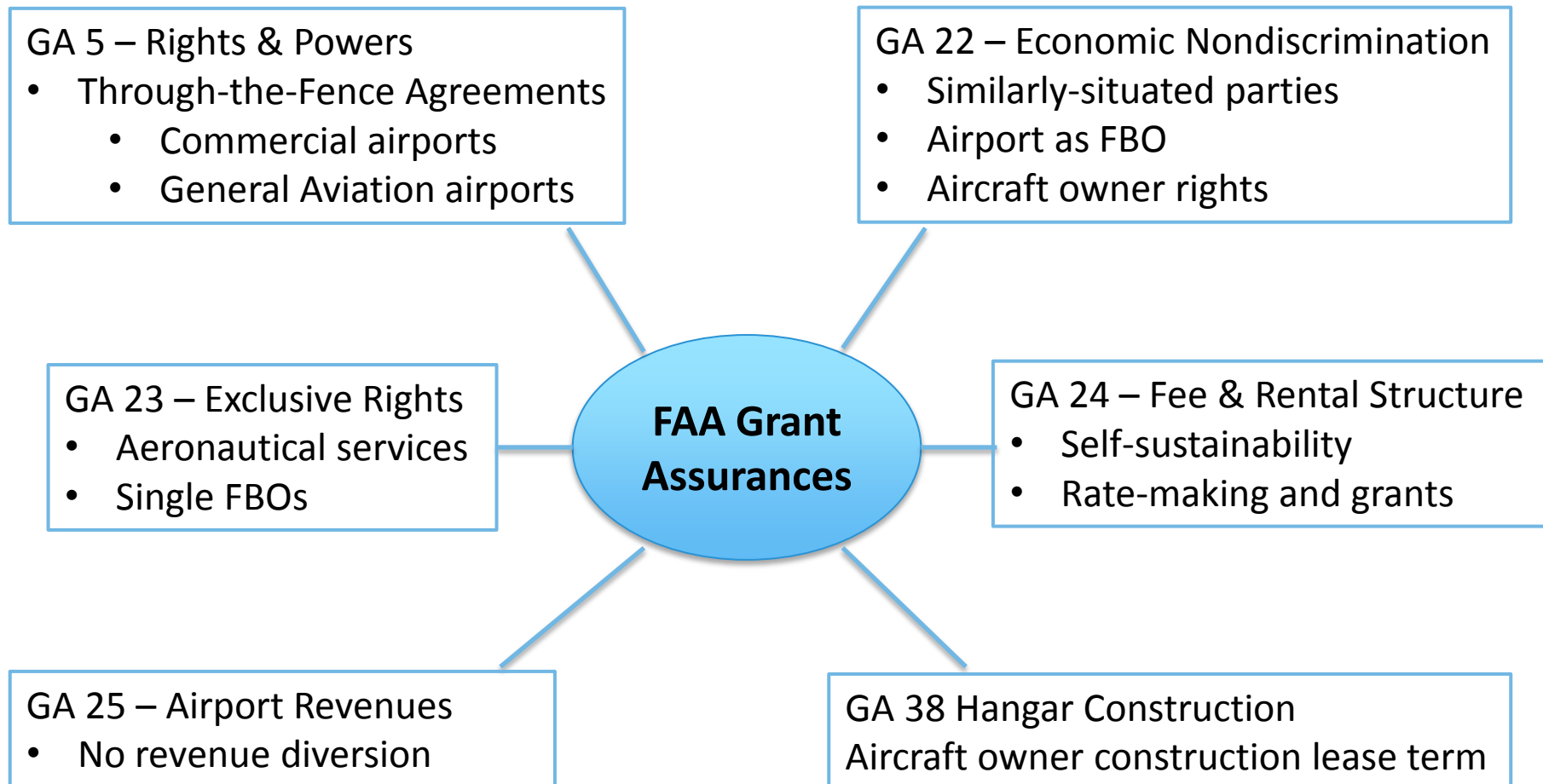
ACI-NA Spring Legal 2019

General Aviation & Areas of Concern to Airports

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Grant Assurances of Particular Interest

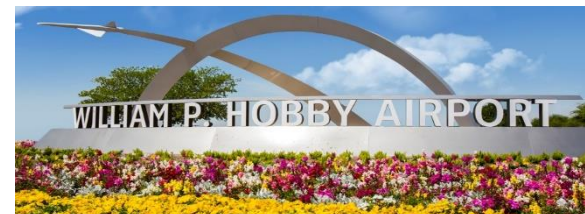


As to exclusivity and airport revenue, unlimited duration of GA applicability





FBO Environment in Houston – Ten FBO Leases



- 2 at IAH – Atlantic and Standard Aero, a UAE company (Signature is the FBO fueling operator for Standard Aero).
- 2 at EFD – originally there were 2 leases with local companies; one sold four times (currently Signature). The second sold twice (currently Signature).
- 6 at HOU – Atlantic, Signature, Wilson Air, Jet Aviation, Million Air and newest local FBO under development (Black Forest).



Case Study – Six HOU FBOs: Different Lease Terms do not prove discrimination

- All FBO leases requires CapEx investment
- \$100K/year of term, 40-yr limit
- HAS Corporate Objective – “Restore facilities to Opening Day Fresh condition”
- Buyout cap for Master Plan take-back needs
 - limited to the CapEx amount promised by FBO in lease
- Most of the FBOs proposed well above the minimum, and expended well above their lease commitments; \$100MM in new investment



Lease Term Examples

- Excerpts available electronically with course materials
- Includes:
 - Buyout language with buyout cap
 - Termination for Master Plan needs

Questions?

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