

# AGENDA ITEM NO. 2

SARASOTA MANATEE AIRPORT AUTHORITY  
July 28, 2021 MEETING  
STAFF NARRATIVE

REQUEST FOR APPROVAL: INCREASE THE FY 2021 CAPITAL EQUIPMENT BUDGET

---

---

**EXECUTIVE SUMMARY:** In reviewing the various Capital Equipment in the FY 2021 budget, staff requests an increase of the spending authority in the approved budget; specifically, an increase of \$150,000 to Capital Equipment.

---

---

**NARRATIVE:** With the addition of flights and passengers along with unanticipated costs, staff requests an increase in spending for Capital Equipment needed as we continue to grow. The Authority has been awarded \$23,294,336 of Coronavirus Aid, Relief and Economic Security (CARES) Funds, \$4,332,871 as part of the Airport Coronavirus Response Grant Program (ACRGP) and recently awarded another \$9,656,154 under the American Rescue Plan. We have already received \$25,021,007 for reimbursement of operating expenses from these operational relief funding grants. The additional requested \$150,000 for equipment items will also be eligible for reimbursement through these grants.

---

---

**RECOMMENDED MOTION:** Staff recommends the Sarasota Manatee Airport Authority approve the increase to the Fiscal Year 2021 Capital Equipment budget by the amount of \$150,000.

---

---

# AGENDA ITEM NO. 3A

SARASOTA MANATEE AIRPORT AUTHORITY  
JULY 28, 2021 SPECIAL MEETING  
STAFF NARRATIVE

REQUEST FOR APPROVAL  
CONCESSION AGREEMENT FOR ON-DEMAND NON-METERED LIMOUSINE SERVICE  
WITH ALD LIMO CORPORATION

---

---

**EXECUTIVE SUMMARY:** Staff is requesting approval of the Concession agreement for On-Demand Non-Metered Limousine Service with ALD Limo Corporation.

---

---

**NARRATIVE:** In 2020 when the former On-Demand Non-Metered Limousine concessionaire chose to terminate their agreement prior to the scheduled expiration date on September 30, 2020, staff interviewed several local transportation companies that expressed interest in providing limousine services at SRQ.

After meeting with several transportation companies, the Sarasota Manatee Airport Authority (SMAA) entered into a Concession Agreement with ALD Limo Corporation (ALD) for On-Demand Non-Metered Limousine Service with a one-year term effective August 1, 2020 through July 31, 2021. In the past year, ALD has proven to be qualified to furnish a safe, high quality and efficient service meeting all arriving flights for the benefit and convenience of the traveling public. The fee during this term is \$2.50 per pick up.

SMAA and ALD Limo Corporation wish to enter into a new agreement, effective August 1, 2021, with an initial three (3) year term, through July 31, 2024, and a one (1) year renewal term, with a \$3.50 per pick up fee beginning October 1, 2021.

The President, CEO recommends approval of the Concession Agreement for On-Demand Non-Metered Limousine Service with ALD Limo Corporation.

---

---

**RECOMMENDATION:** It is hereby recommended that the Sarasota Manatee Airport Authority Board approve the Concession Agreement for On-Demand Non-Metered Limousine Service with ALD Limo Corporation.

---

---

# AGENDA ITEM NO. 3B

SARASOTA MANATEE AIRPORT AUTHORITY  
JULY 28, 2021 SPECIAL MEETING  
STAFF NARRATIVE

REQUEST FOR APPROVAL  
LETTER OF AGREEMENT NO. 2 WITH SOUTHWEST AIRLINES CO.

---

---

**EXECUTIVE SUMMARY:** Staff is requesting approval of the Letter of Agreement No. 2 with Southwest Airlines Co. to add Gate B-12.

---

---

**NARRATIVE:** Southwest Airlines Co. (SWA) wishes to add a third gate to the Scheduled Airline Operating Agreement and Terminal Building lease effective August 1, 2021.

On March 22, 2021, the Board approved Letter of Agreement No. 1 with SWA for the addition of Gate B-8 and SWA acknowledgment that if the Airport were to receive an international flight requiring Federal Inspection Service (FIS), SWA would allow the Authority to accommodate such flights on Gate B-8.

SWA now wishes to add Gate B-12, and related Preferential Use Space and Preferential Apron Area, to SWA's leased premises.

The President, CEO recommends approval of the Letter of Agreement No. 2 with Southwest Airlines Co.

---

---

**RECOMMENDATION:** It is hereby recommended that the Sarasota Manatee Airport Authority Board approve the Letter of Agreement No. 2 with Southwest Airlines Co.

---

---