

PROCEEDINGS OF THE LAFAYETTE AIRPORT COMMISSION MEETING OF THE LAFAYETTE REGIONAL AIRPORT OF LAFAYETTE, STATE OF LOUISIANA, TAKEN AT AN SPECIAL MEETING OF NOVEMBER 3, 2021 HELD AT 200 TERMINAL DRIVE, LAFAYETTE, LA.

ATTENDANCE

COMMISSIONERS: Paul A. Guilbeau (Vice-Chairman), John Hebert, Samuel Pierre, Terry Hurd, Charles Schilling

ABSENT: Paul Segura, Lynn Guidry

ADMINISTRATIVE STAFF: Steven Picou (Executive Director), Todd Swartzendruber (Legal Counsel), Catina Theriot (Secretary).

GENERAL AUDIENCE: Robert Callahan (Sides & Associates), Andrea Gossen (AVIS), Brad Mosing (Lafayette Aircraft Services)

I. CALL TO ORDER:

Vice Chairman Guilbeau called the Special Meeting of November 3, 2021 to order at 4:31 p.m.

II. Introduction/Roll Call

III. Pledge of Allegiance

IV. Scheduled Business – Discussion Items

1. Rental Car Operations 2021-2026 – Bid Award – Discussion/Action – Executive Director Picou stated on August 6, 2021 the LAC received bids for rental car operations 2021-2026. There were four (4) companies to provide bids. After review of bids submitted additional documentation was requested of Hertz Corporation with regards to ACDBE compliance requirements. After review of the information, the DBELO provided Hertz notice that the recommendation to the LAC would be to reject based on non-compliance of the ACDBE Program requirements. Hertz requested a reconsideration of the bid and met with the reconsideration officer, Steven Picou on Tuesday, October 19, 2021. On November 1, 2021, Hertz provided documentation of Good Faith Efforts (GFE) in compliance with the LAC's ACDBE Program. The information noted Hertz's Good Faith Efforts companies, as well as, additional companies that Hertz will work with to meet the 3.04% ACDBE goal. A letter was sent to Hertz by the reconsideration officer Steven Picou on November 3, 2021, advising Hertz of the final recommendation to LAC. Executive Director Picou stated the final recommendation is to allow Hertz to be included in the bid award. Staff recommends approval of bids received from Avis Budget Car Rental ,LLC, EAN Holdings, LLC (Alamo/National), EAN Holdings, LLC (Enterprise), and Hertz Corporation. Executive Director Picou stated the chart was ranked by the Minimum Annual Guarantees (MAGs) each would pay to the airport. Award of bids based on ranking order listed: Avis, Hertz Corporation, EAN Holdings, LLC (Alamo & National), and EAN Holdings, LLC (Enterprise). Counter Space (LAC will provide available counters to be assigned): The highest bidder will be awarded 1st choice of counter space, second highest bidder 2nd choice, third highest bidder 3rd choice and fourth highest bidder 4th choice. Ready/Return Parking Spaces: Allocation of ready/return parking spaces shall be made by the LAC within forty-five (45) days after notification of award of the Leases to the successful

bidders based on MAGs. QTA Facility: If all incumbent operators agree, QTA storage space locations shall not be reassigned. Should all not agree, the same method used for counter space assignment will apply. QTA Parking Spaces: Allocation of QTA parking and overflow parking spaces shall be made by the LAC within forty-five (45) days after notification of award of the Leases to the successful bidders based on MAGs. Leases must be executed within forty-five (45) days of award. Executive Director Picou stated the large packet of backup documents are for each car rental agency.

Commissioner Hebert asked how the minimums compare to what they are paying now. Executive Director Picou stated the information would be provided to the Commission. Commissioner Hebert stated the concession fee would be 10% of gross revenue and is that accurate and what they are paying now subject to the MAG. Commissioner Hebert asked how much do they pay if the MAG does not come into play or if they exceed the MAG.

Mr. Swartzendruber, Legal Counsel, gave an explanation of the MAG and Commissioner Hebert stated the gross revenue would go from 7.5% up to 10% depending on the MAG. Commissioner Hebert asked if all the bids had been reviewed by Mr. Swartzendruber, Legal Counsel. Executive Director Picou stated everything was reviewed by legal, and the only one that had an issue was Hertz and they have been rectified and legal has stated they meet the requirements of the LAC's ACDBE Program. Commissioner Pierre asked if they had met the requirements of the ACDBE Program. Executive Director Picou stated Hertz had met all the requirements of the LAC's ACDBE Program. Commissioner Hurd asked with the economy the way it is, could a company pull out and be replaced. Executive Director Picou stated the LAC would need to address the legal issues that may bring. Executive Director Picou stated it could be possible, but the legal issues would need to be worked through. Commissioner Hurd stated the share ride services are going to happen in the future. Executive Director Picou stated with the share ride services, the airport is in negotiations with Lyft and Uber and there will be a surcharge to have someone pick you up at the airport and the money will go to the airport. Commissioner Hebert stated that is not the case now and Executive Director Picou stated that is not the case right now. Commissioner Hebert asked if the charge happens upon pick up and drop off. Executive Director Picou stated the only charge that happens is upon pick up at the terminal. The charge is determined using software to geofence an area around and near the entrance of the terminal.

Legal comment via audio is unclear – section omitted.

Vice-Chairman Guilbeau stated Chairman Segura was unable attend the meeting and that is why he is handling the meeting.

Public Comment: Ms. Andrea Gossen, Avis Budget, asked what was the meaning of five (5) spaces in the terminal mentioned. Executive Director Picou asked if the question was referencing the new terminal or the old terminal. Ms. Gossen asked in the new terminal the five (5) spots would include Lyft and Uber or is that completely different. Executive Director Picou stated that was something completely different and the new terminal is only rental cars at this point with no counter spaces for Lyft and Uber.

RESOLUTION - #2021-11-SR1-01 – Rental Car Operations 2021-2026 – Bid Award – Discussion/Action

MOTION: Commissioner Pierre stated the motion is to accept Rental Car Operations 2021-2026 – Bid

Award. The motion was seconded by Commissioner Hurd. The vote was as follows:

AYES: Hebert, Pierre Hurd, Schilling

NAYS: None

ABSENT: Segura, Guidry

MOTION CARRIES

Executive Director Picou stated SITA and ARINC use computers and radios to transmit information data to aircrafts while on the ground and airborne.

2. SITA – Amendment to Lease – Discussion/Action – Executive Director Picou stated SITA required an amendment to their lease agreement to move into the new terminal. Executive Director Picou stated the amendment to the lease would state SITA could move into the new terminal and they would order equipment to place in the new terminal. Mr. Swartzendruber, Legal Counsel, stated the rental rates would be addressed as well in the amendment. Commissioner Pierre asked if the lease amendment agreement would be for one year January 1, 2022 thru December 31, 2022. Executive Director Picou stated that was correct all leases are on an annual basis unless otherwise stated. Mr. Swartzendruber, Legal Counsel, stated the agreements are automatically renewed. Commissioner Schilling stated that would be correct as it stated an annual increase of 3%. Commissioner Pierre stated towards legal counsel if the agreement was the way it was previously and Mr. Swartzendruber stated the agreement was the same as previous versions. Commissioner Hurd asked if this was for the communication equipment for the data system that communicates with the aircraft. Executive Director Picou stated this is data that gets dispatched and transmitted to the aircraft. Commissioner Hurd asked if it was a satellite system and works within closer areas to the terminal. Executive Director Picou stated the equipment is on a month to month as the equipment is no longer used in some areas.

RESOLUTION - #2021-11-SR1-02 – SITA – Amendment to Lease – Discussion/Action

MOTION: Commissioner Hurd stated the motion is to accept SITA’s Amendment to Lease. The motion was seconded by Commissioner Schilling. The vote was as follows:

AYES: Hebert, Pierre Hurd, Schilling

NAYS: None

ABSENT: Segura, Guidry

MOTION CARRIES

3. ARINC – Revised Amendment to Lease – Discussion/Action – Executive Director Picou stated this was a different company, but the same setup as the airport would allow them to move into the new terminal with the amendment to their lease. Executive Director Picou stated there are some legal changes to the lease, which include Non-Discriminatory Provision added to the lease.

RESOLUTION - #2021-11-SR1-03 – ARINC – Revised Amendment to Lease – Discussion/Action

MOTION: Commissioner Pierre stated the motion is to accept ARINC’s amendment to Lease. The motion was seconded by Commissioner Hurd. The vote was as follows:

AYES: Hebert, Pierre Hurd, Schilling

NAYS: None

ABSENT: Segura, Guidry

MOTION CARRIES

Executive Director Picou stated earlier there was a question about rental car counter spaces in the new terminal; there are six (6) counters in the new terminal not five (5). Executive Director Picou stated in the new terminal Avis and Budget will be combined into one counter space.

V. Other Business –

VI. Adjourn

RESOLUTION - #2021-11-SR1-04– Adjourn

MOTION: Commissioner Pierre made a motion to Adjourn. The motion was seconded by Commissioner Hurd and the vote was as follows:

AYES: Hebert, Pierre Hurd, Schilling

NAYS: None

ABSENT: Segura, Guidry

MOTION CARRIES

A recorded copy of the Minutes of the Meeting can be obtained by contacting the Lafayette Airport Commission, 222 Tower Drive, Lafayette, LA 70508. 337.703.4800