



**ILM**

WILMINGTON INTERNATIONAL AIRPORT

***New Hanover County  
Airport Authority  
Meeting***

***Wednesday  
June 7, 2023***

***5:00 PM***

***ILM Executive Conference Room***



*New Hanover County Airport Authority*  
*Meeting Agenda*  
*June 7, 2023- 5:00 PM*

- Call to Order
- Pledge of Allegiance
- Code of Ethics Clause
- Public Comments (Limited to 3 Minutes)
- Consent Agenda Tab 1
- Staff Reports
  - Finance, Marketing & Air Service Development Tab 2
  - Operations & Facilities Tab 3
  - Business Development Tab 4
  - Director's Report Tab 5
- Unfinished Business/New Business/Adjournment Tab 6



## New Hanover County Airport Authority Code of Ethics

In accordance with the New Hanover County Board of Commissioners Resolution Adopting a Code of Ethics, adopted on January 5, 2015, and updated on January 9, 2023, it is the duty of all County boards and committees to respect and abide by the New Hanover County Code of Ethics in the performance of their duties.

More specifically all Airport Authority members should:

1. obey all applicable laws;
2. uphold the integrity and independence of the Authority;
3. avoid impropriety;
4. faithfully perform the duties of the office; and,
5. conduct the affairs of the Authority in an open and public manner.

It is further the duty of every Authority member to avoid both conflicts of interest and appearances of conflicts. Does any member have any known conflict of interest or appearance of conflict with respect to any matters coming before the Authority today? If so, please identify the conflict or appearance of conflict and refrain from any undue participation in the particular matter involved.



# Tab 1

## Consent Agenda

1. Approval of Regular Meeting Minutes – May 3, 2023
2. Approval of FY23 Budget Amendment to reallocate funds among accounts. There is no impact to the bottom line of the budget.
3. Approval of FY24 Schedule of Fees, Rents, and Charges.



## Consent Agenda Action Item 2

- Approval of FY23 Budget Amendment

FY23 Budget Amendment reallocates funds among accounts. There is no impact to the bottom line of the budget.

Contracted Services	(335,000)
Vehicle Maint & Repair	45,000
Equipment Maint & Repair	5,000
Professional Services	150,000
Equipment Leasing	10,000
Utilities	35,000
Air Service Development	10,000
Departmental Office Supplies	5,000
Dues & Publications	5,000
Insurance	40,000
Business Park Expenses	10,000
Aviation Event Expenses	20,000
Total Impact on Budget	<hr/> - <hr/>

# WILMINGTON INTERNATIONAL AIRPORT (ILM)

Wilmington, NC

## SCHEDULE OF CHARGES, FEES & RENTS<sup>(1)</sup>

(Fees and charges applicable except where valid contracts apply and are subject to change at the discretion of the Airport Authority)

Effective 7/1/23

### DESCRIPTION

### FY 2023 RATES

#### Aircraft Parking Apron

Annual Rate Negotiated  
\$50.00 per month minimum

#### Automobile Parking Areas

Terminal Tenant Employees (per space per month)	\$12.00
Rental Car/Limousine Ready Spaces (per space per month)	\$30.00

#### Public Parking

##### Main Hourly - Short Term:

0 – 30 minutes	Free
31 min – 1 hour	\$ 1.00
Each additional hour	\$ 1.00
Maximum each 24 hours	\$ 24.00

##### Main Daily - Long Term:

0 – 30 minutes	Free
31 min – 1 hour	\$ 1.00
Each additional hour	\$ 1.00
Maximum each 24 hours	\$ 12.00

##### Credit Card Premium (G) Lot:

0 – 30 minutes	Free
31 min – 1 hour	\$ 1.00
Each additional hour	\$ 1.00
Maximum each 24 hours	\$15.00

##### Credit Card Standard (F) Lot:

0 – 30 minutes	Free
31 min – 1 hour	\$1.00
Each additional hour	\$1.00
Maximum each 24 hours	\$12.00

##### Credit Card Economy (H) Lot:

0 – 30 minutes	Free
31 min – 1 hour	\$1.00
Each additional hour	\$1.00
Maximum each 24 hours	\$9.00

##### North Daily Lot:

0 – 30 minutes	Free
31 min – 1 hour	\$1.00
Each additional hour	\$1.00
Maximum each 24 hours	\$12.00

#### Airline and Crew Parking

Airline Personnel and Crews Serving ILM	\$30.00 per month
Other Airline Personnel (of airlines serving ILM)	\$50.00 per month

#### Off Airport Parking Lot Concessions

45% of gross

#### Ground Transportation

Per Schedule

#### Unaccompanied Baggage Concessions (Note 4)

5% of gross

#### Terminal Use Fee

\$250.00 per use

# WILMINGTON INTERNATIONAL AIRPORT (ILM)

Wilmington, NC

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(Fees and charges applicable except where valid contracts apply and  
are subject to change at the discretion of the Airport Authority)

Effective 7/1/23

<u>DESCRIPTION</u>	<u>FY 2023 RATES</u>
<b><u>Boarding Bridge Fee (Min \$150.00)</u></b>	\$150.00 per hour
<b><u>Boarding Stair Truck</u></b>	\$150.00 per use
<b><u>Boarding Bridge Fee</u></b>	\$1,700 monthly
<b><u>Floor Rental Charges</u></b>	
<b><u>Terminal Building</u></b>	<b><u>(SFY=Square Foot Per Year)</u></b>
Counter & Queuing	\$42.29 SFY
Office Space	\$24.77 SFY
Inbound Baggage (Note 2)	\$31.73 SFY
Hold Room	\$42.29 SFY
Baggage Makeup	\$31.73 SFY
Baggage Claim (Note 2)	\$42.29 SFY
Airline Operations Area	\$24.77 SFY
<b><u>Office Buildings</u></b>	\$5.00 to 17.00 SFY
<b><u>Warehouse Space</u></b>	\$4.50 to 12.00 SFY
<b><u>Land Rents</u></b>	
Landside	acre/year subject to location and negotiation
Airside – East Ramp Unimproved	\$0.34-\$0.35 SFY
Airside – East Ramp Improved	\$0.41-\$0.42 SFY
Airside – West Ramp Unimproved	\$0.38-\$0.39 SFY
Airside – West Ramp Improved	\$0.47-\$0.48 SFY
<b><u>Non-Terminal Rental Car Agency Concessions or Car Sharing</u></b> (Note 3)	9% of gross
-doing business on the airport or with individuals passing through the airport	
<b><u>Aircraft Landing Fees (MGLW=Maximum Certificated Gross Landing Weight):</u></b>	
<b><u>Certificated Air Carrier (Part 121 &amp; Part 135)</u></b>	
Scheduled	\$2.11/1000 lbs. MGLW with \$25.00 minimum
Non-scheduled (Domestic or International)	\$2.60/1000 lbs. MGLW with \$100.00 minimum
<b><u>All Other Commercial Aircraft Operators</u></b>	\$2.11/1000 lbs. MGLW
With Aircraft based at Airport	with \$15.00 minimum
Aircraft not based at Airport	\$2.11/1000 lbs. MGLW with \$15.00 minimum
<b><u>International Terminal Use Fee</u></b>	
General Aviation	\$75.00 per use
Air Carrier Charters and Schedule Service	\$150.00 per use
<b><u>Airline Security Fee</u></b>	\$565,000 pro-rated based on enplaned passengers
<b><u>Fuel Flowage Fee</u></b>	\$0.09 per gallon
<b><u>Parking Citations</u></b>	\$25.00 / \$50.00
<b><u>Civil Citations</u></b>	\$100.00

# WILMINGTON INTERNATIONAL AIRPORT (ILM)

Wilmington, NC

## SCHEDULE OF CHARGES, FEES & RENTS<sup>(1)</sup>

(Fees and charges applicable except where valid contracts apply and are subject to change at the discretion of the Airport Authority)

Effective 7/1/23

### DESCRIPTION

### FY 2023 RATES

#### Access Badge and Processing Fee

Initial Enrollment (STA and Fingerprints)	\$40.00
Access Badge (New)	\$50.00
Access Badge (Renewal)	\$25.00
Access Badge (Late Renewal Over 24 Hrs.)	\$100.00
Non-Access Badge (New)	\$10.00
Non-Access Badge (Renewal)	\$10.00
Non-Access Badge (Late Renewal Over 24 Hrs.)	\$100.00
Upgrade Badge (Non-Access to Access)	\$50.00
TSA Badge, Only	\$50.00
Late or Unreturned Badge	\$250.00

#### Lost Access Badges

1 <sup>st</sup> Lost Badge	\$50.00
2 <sup>nd</sup> Lost Badge	\$100.00
3 <sup>rd</sup> Lost Badge	\$150.00

### NOTES:

- (1) All fees subject to change without notice. Different rates may be in effect during events deemed 'special events' by the Airport.
- (2) Joint use space – 20/80 formula
- (3) Gross Revenue for rental car agency operations shall include all cash or credit sales including but not limited to time, mileage, and personal accident insurance (PAI) charges for the rental and/or leasing of vehicles to customers who pass through the Airport, without regard to where the customer placed the order or the Agency received the order for said vehicle and regardless of where the vehicle is returned. Gross revenue shall include all charges made by the Agency to its customers for exchanged vehicles regardless of where said exchange was made, when the vehicle is rented to a customer who passes through the Airport. Uncollectible credit sales will not be excluded from gross revenue.

Gross revenue shall exclude gasoline; vehicle collision insurance; waiver charges which are separately stated and collected by Agency; Federal, State, or Municipal sales, use, or other similar taxes separately stated and collected from customers of Agency now or hereafter levied or imposed.

All transactions referenced above originally made to any person passing through the Airport, shall be included in gross revenue as defined herein, even though payment of the account may be transferred to some other place for collection.

- (4) The term "gross revenue" as related to unaccompanied baggage only shall include all cash or credit transactions including but not limited to time and mileage charges for the delivery of unaccompanied baggage acquired on Airport property. Gross revenue shall include all charges made by the operator to its customers including but not necessarily limited to telephone use charges, waiting charges, etc.
- (5) Airport personnel can provide additional services at rates set forth on a separate "Maintenance Department Schedule of Fees" document.



# Staff Reports

Committee	Airport Authority Member	Staff Member's
<b>Finance, Marketing &amp; Air Service – Tab 2</b> <ul style="list-style-type: none"><li>• <b>Monthly Financial Report</b></li><li>• <b>Monthly Activity and Performance Report</b></li><li>• <b>Marketing &amp; Air Service Development Report</b></li><li>• <b>HR Report</b></li></ul>	Lee Williams Tom Wolfe	Bob Campbell/Jeff Bourk
<b>Operations and Facilities – Tab 3</b> <ul style="list-style-type: none"><li>• <b>Construction/Expansion Report</b></li><li>• <b>Facilities/IT Report</b></li><li>• <b>Operations Report</b></li><li>• <b>General Aviation Report</b></li></ul>	Jason Thompson Nick Rhodes	Granseur Dick/Jeff Bourk
<b>Business Development - Tab 4</b> <ul style="list-style-type: none"><li>• <b>Business Park Development Report</b></li><li>• <b>Airside &amp; Terminal Development Report</b></li><li>• <b>Phase 2 Business Park Report</b></li><li>• <b>Advertising Report</b></li></ul>	Faison Sutton LeAnn Pierce Tom Wolfe	Carol LeTellier/Jeff Bourk
<b>Executive Committee</b> <ul style="list-style-type: none"><li>• <b>Legislative Priorities</b> (consult with LeAnn Pierce as necessary)</li><li>• <b>Capital Budget Planning (beyond 1 year to 5 years)</b></li><li>• <b>General Update</b></li></ul>	Spruill Thompson Nick Rhodes Tom Wolfe	Jeff Bourk
<b>Director's Report – Tab 5</b>	Will include updates from Executive Committee as necessary	



## Tab 2

# Finance, Marketing and Air Service Development

- **Action Item**

- Recommend approval of the FY24 Budget of \$38,059,319 (\$13,865,500 Operating, \$24,193,819 Capital)

- **Information Items**

- Monthly Financials
- Monthly Activity and Performance Reports
- Marketing & Air Service Development Report
- HR Report
- FY24 Proposed Budget





# Wilmington International Airport

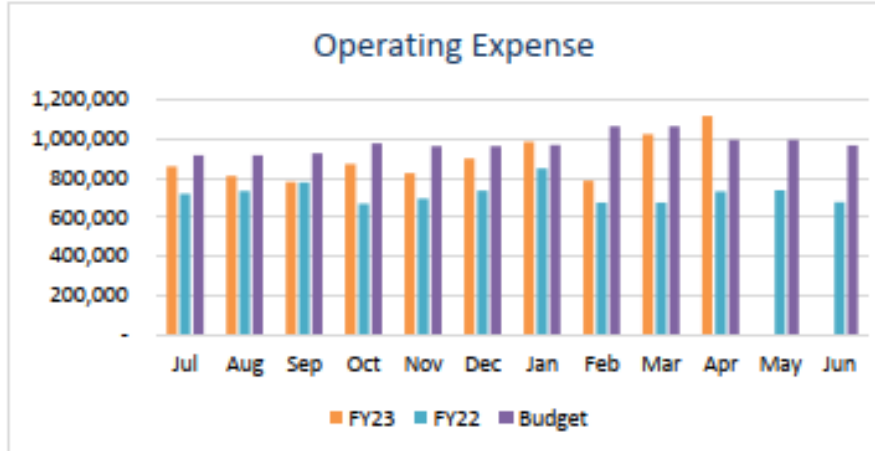
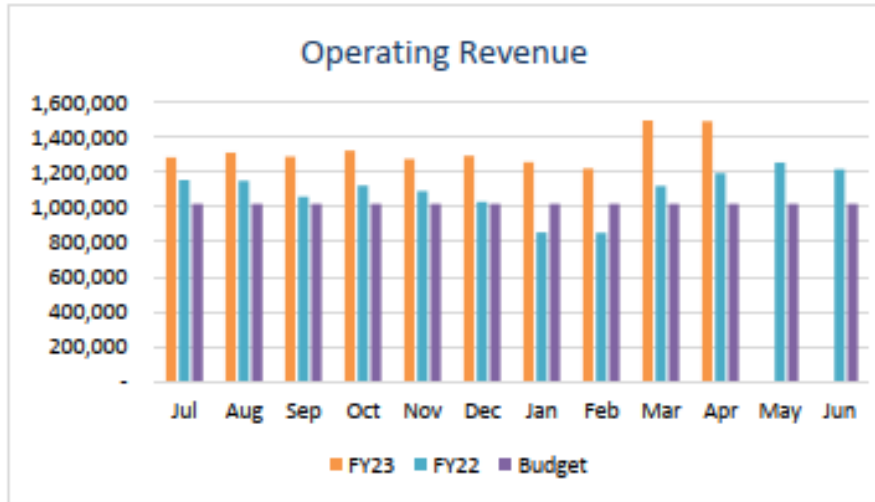
## Monthly Financial Summary

### April

Summary	Actual	Budget	Prior Year	Act vs. Bud	Act vs. PY
Monthly Revenue	1,492,224	1,018,242	1,194,658	46.5%	24.9%
Monthly Expense	1,119,495	996,380	731,729	12.4%	53.0%
YTD Revenue	13,186,785	10,182,420	10,634,436	29.5%	24.0%
YTD Expense	8,969,805	9,764,300	7,262,268	-8.1%	23.5%

Revenue	Actual	Budget	Prior Year	Act vs. Bud	Act vs. PY
Aviation	186,940	136,225	175,115	37.2%	6.8%
Parking Lot	532,437	378,250	410,216	40.8%	29.8%
Rent	253,338	243,749	297,187	3.9%	-14.8%
Commissions	230,188	172,750	223,023	33.2%	3.2%
Security	53,804	49,583	56,983	8.5%	-5.6%
Other	26,586	26,852	29,182	-1.0%	-8.9%
Interest	208,929	10,833	2,952	1828.6%	6976.6%

Expense	Actual	Budget	Prior Year	Act vs. Bud	Act vs. PY
Salaries/Benefits	361,853	432,749	337,330	-16.4%	7.3%
Contracted Services	130,417	181,582	137,572	-28.2%	-5.2%
Utilities	42,076	57,083	43,229	-26.3%	-2.7%
Repairs & Maint	55,025	86,833	42,234	-36.6%	30.3%
Professional Svc	76,678	26,416	3,173	190.3%	2316.7%
Advertising/Mktg	139,816	91,333	21,513	53.1%	549.9%
Insurance	59,191	55,458	42,843	6.7%	38.2%
Business Park	16,188	22,250	1,100	-27.2%	1371.0%
Other	238,251	42,676	102,734	458.3%	131.9%



Summary of Significant Monthly Activity				
Revenue			Expense	
April revenue was high due to the high passenger enplanment figure. Enplanements set a record for the month of April, up almost 14% over last year.			Salaries/Benefits - ILM had three open positions during the month of April; staff continues to work to fill those positions.	
			Contracted services - includes NHCSO service and parking lot management and consultants. Awaiting a few consulting invoices that will put this expense more in line with the budgeted figure.	
			Professional Services - includes the cost of the project management consultant approved by Authority.	
			Advertising/Marketing - the monthly amount reflects new television and radio campaigns that started in March.	
			Insurance - policies finalized after budget approval; may need to amend budget.	
			Other includes the air service development funding approved by the Authority in April.	
	Apr 23	vs. Mar 23	vs. Apr 22	
Landing fees	125,062	-3.8%	8.1%	
Fuel flowage fees	35,706	6.8%	2.3%	
Rental car comm	169,690	13.3%	-4.9%	
Food commission	52,989	8.6%	35.8%	
Parking	532,437	-5.7%	29.8%	
Interest income	208,929	6.1%	6976.6%	
Enplanements	51,647	5.1%	13.7%	



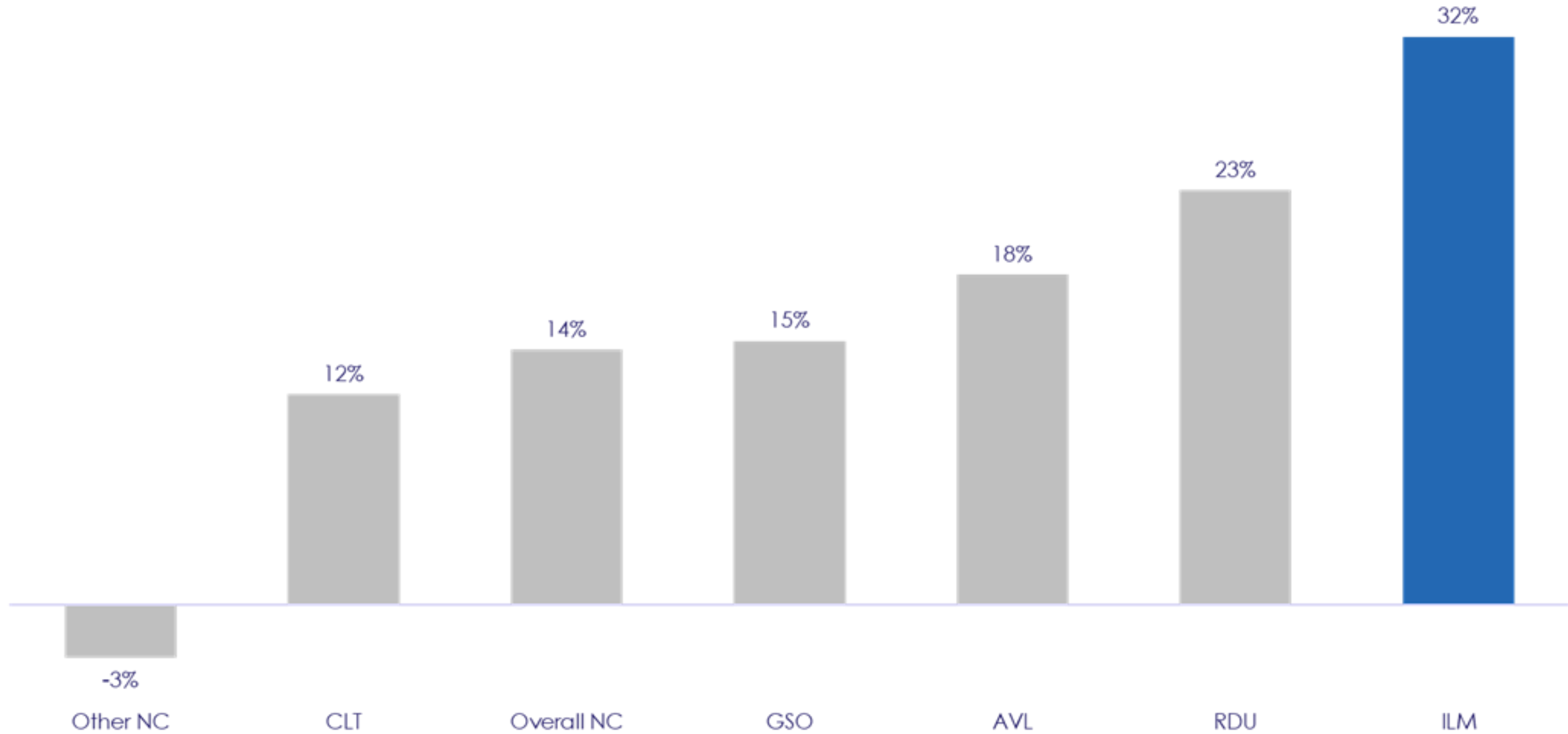
Wilmington International Airport April 2023

## Cash Summary

Month End Account Balances		
Account Name	Interest Rate	Month End Balance
Truist General Operating Checking	N/A	\$ 1,019,056.62
South State General Operating Checking	N/A	\$ 303,671.73
South State Money Rate Savings	4.07%	3,700,493.34
NCCMT Investment Account-Govt	4.87%	34,045,615.23
South State PFC Money Rate Savings ***	4.07%	7,483,185.40
South State CFC Money Rate Savings ***	4.07%	4,281,932.23
Truist Safe Keeping	2.350%	4,893,680.97
South State Investment Services	3.000%	9,041,266.11
Petty Cash	N/A	1,000.00
<b>Total Cash</b>		<u>64,769,901.63</u>
<b>Less Restricted Use ***</b>		11,765,117.63
<b>Less Reserves:</b>		
Maintenance & Development Reserve		3,189,368.53
Operational Reserve		<u>4,000,000.00</u>
<b>Unrestricted</b>		<u><u>\$ 45,815,415.47</u></u>



**JANUARY-SEPTEMBER 2023 SEAT CAPACITY GROWTH AT NORTH CAROLINA'S AIRPORTS**  
Percent growth versus same period in 2022

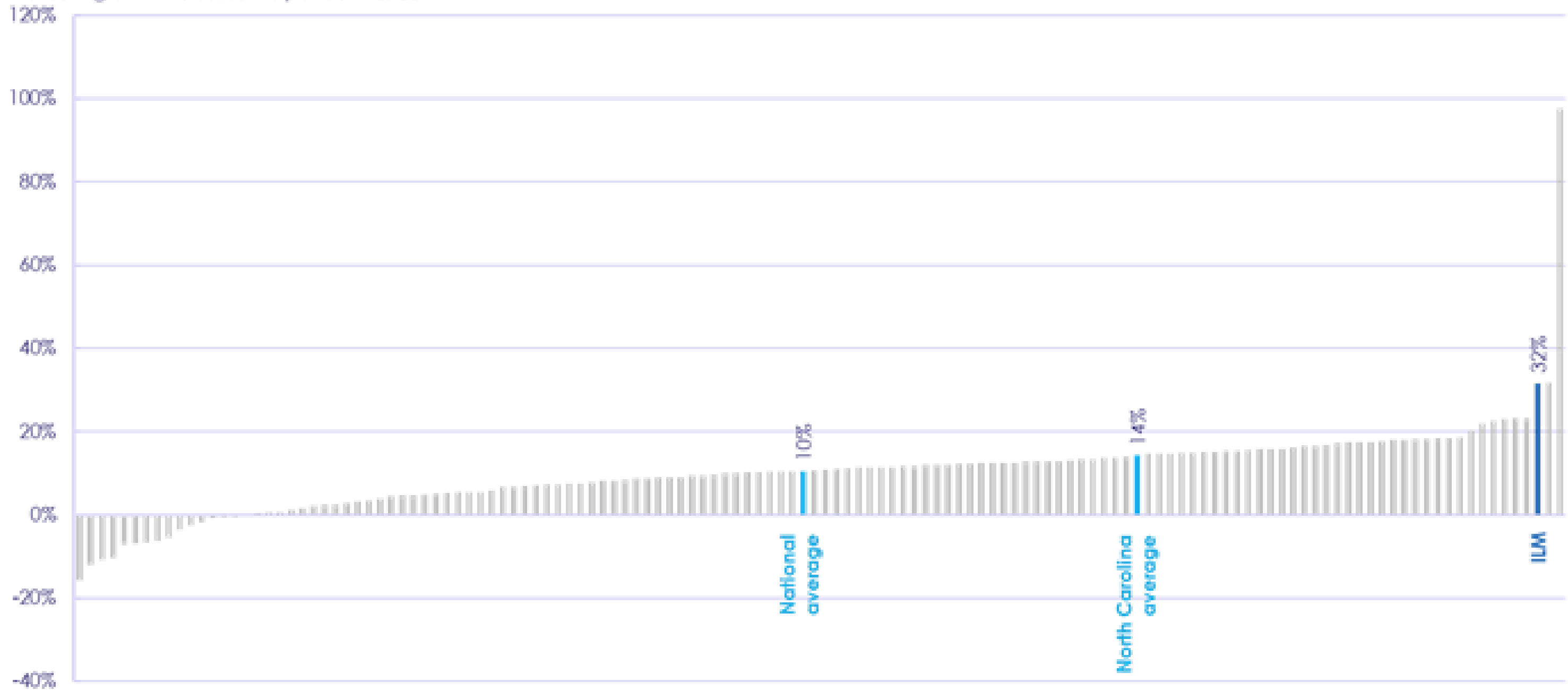


Source: DīoMi; Ailevon Pacific Aviation Consulting analysis



# JANUARY-SEPTEMBER 2023 SEAT CAPACITY GROWTH AT UNITED STATES AIRPORTS

Percent growth versus same period in 2022



Note: Includes all U.S. airports with more than 500,000 departing seats between January & September 2023  
Source: DiioMi; Allevon Pacific Aviation Consulting analysis

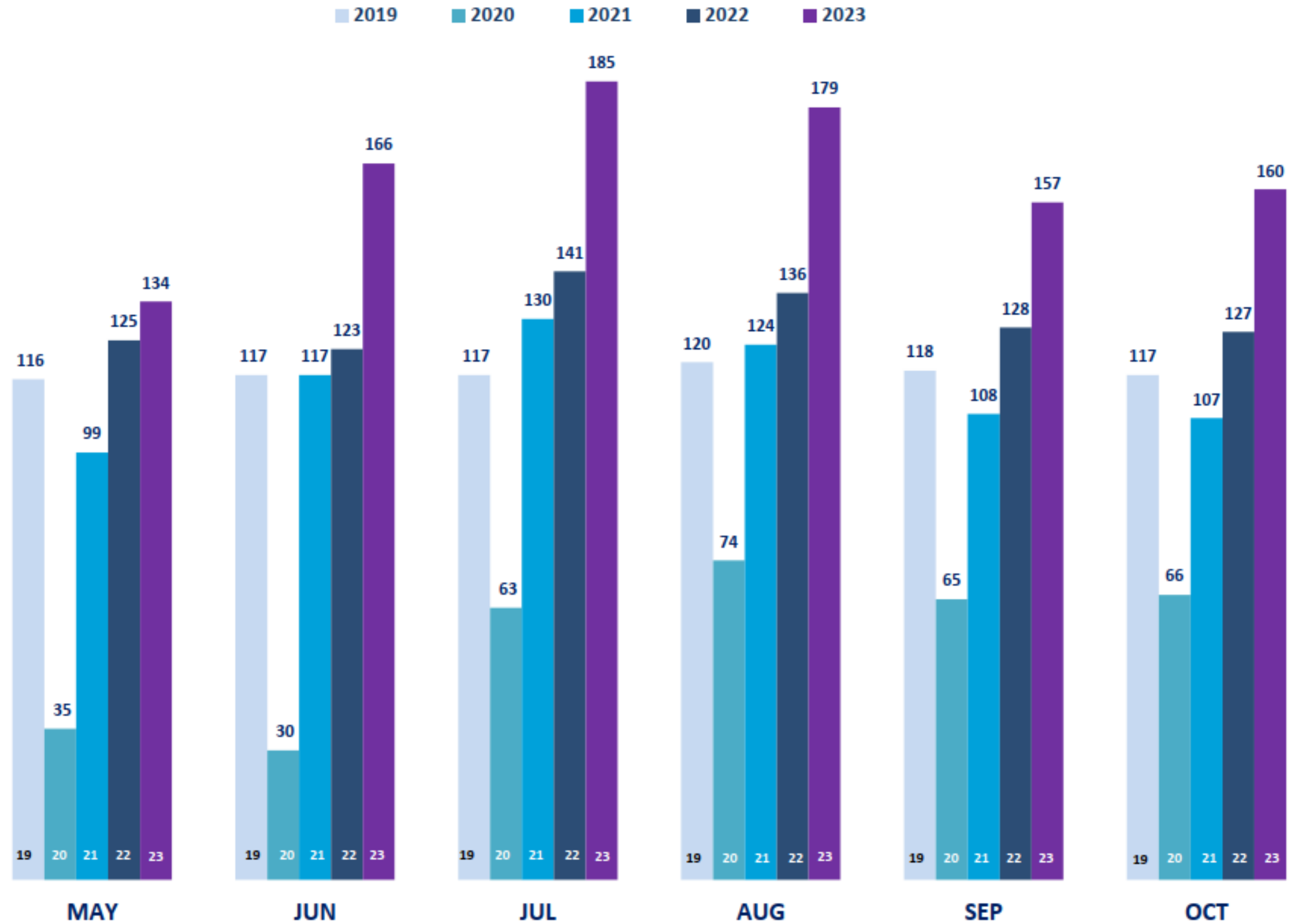






## SEAT CAPACITY May - October 2019-2023

Thousands of total seats (inbound and outbound)



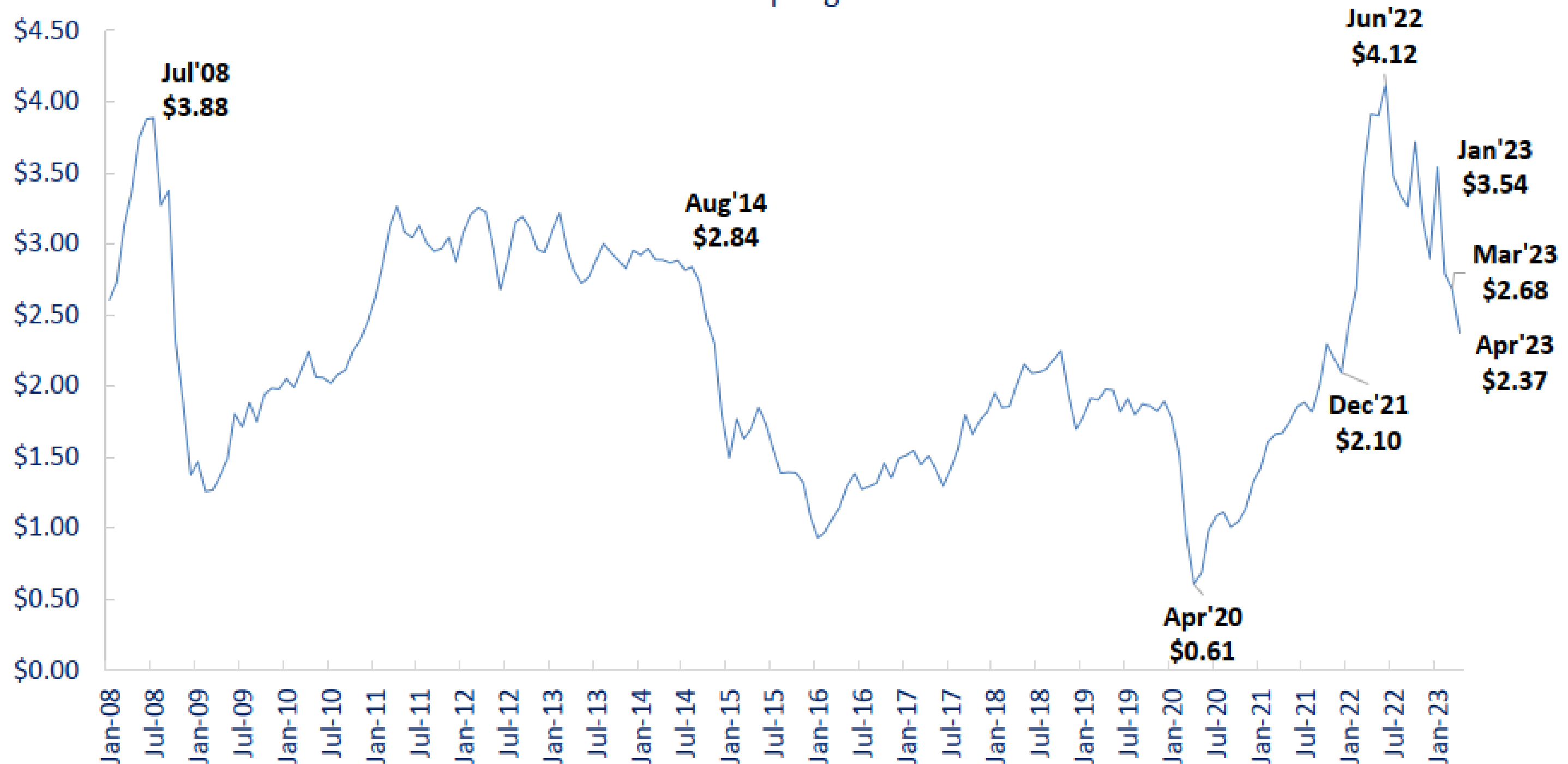
Source: DiiMi; Ailevon Pacific Aviation Consulting analysis





## U.S. GULF COAST KEROSENE-TYPE JET FUEL SPOT PRICE FOB

Dollars per gallon



Source: U.S. Energy Information Administration; Ailevon Pacific Aviation Consulting analysis

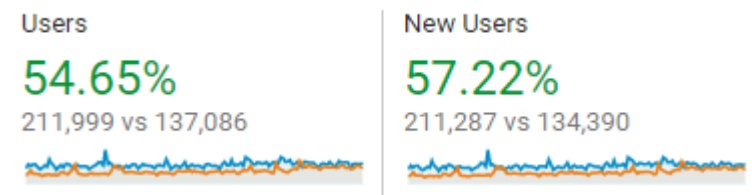




# Tab 2

## Marketing Report

Website Metrics:  
Jan 1-May 25 2023, compared to  
Jan 1-May 25 2022



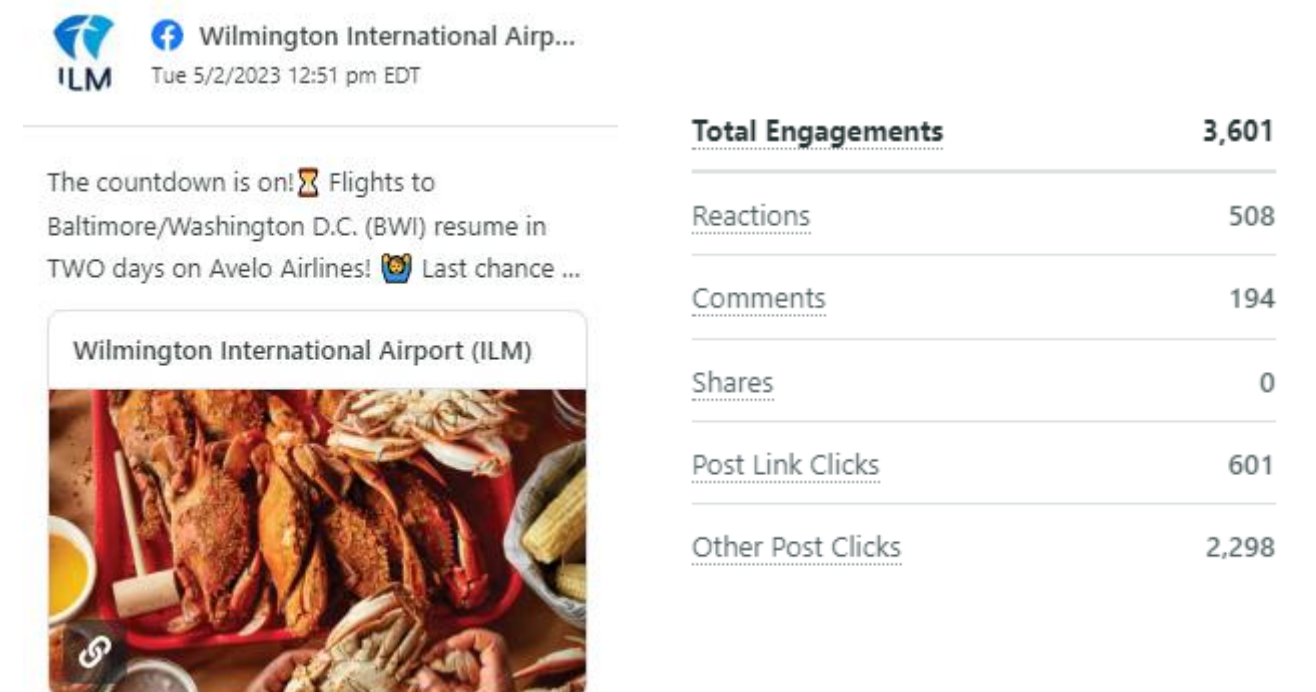
Clicks to Targeted Sites (i.e. Airlines)

Event Action	Total Events
1. Click	
Jan 1, 2023 - May 25, 2023	107,059
Jan 1, 2022 - May 25, 2022	30,374
% Change	252.47%

Social Media Metrics:  
Jan. 1-2023, May 25, 2023compared to  
Aug. 8 2022-Dec 31 2022

Total Audience 36,255 ↑4.2%

Top performing post in May (BWI)







# Beer Glasses & Boarding Passes: Lazy Pirate







# Beer Glasses & Boarding Passes

*Beer Glasses*



*Boarding Passes*

Join us this summer at participating breweries for a chance to go from your barstool to a window seat...on Avelo Airlines.



**EVERY OTHER THURSDAY • 5PM-7PM**

**MAY 25** - Lazy Pirate, Carolina Beach

**JUNE 8** - Ogden Tap Room

**JUNE 22** - Flying Machine Brewery,  
Randall Pkwy\* (Grand Prize Drawing)



**ILM**

- **Action Items**

## Tab 3

# Operations & Facilities

1. Authorization for the NHCAA Chair to execute FAA grant agreements anticipated to be received in the upcoming 3 month period. These may include:
  - a. Environmental Planning Grants for General Aviation & Terminal Phase 5, TWY B and Associated Improvements
  - b. Design Grant (Rwy Rehab and Terminal Curb/Road)
  - c. FAA Part 150 Study
2. Approval of the following Work Authorizations for NEPA Environmental Assessments to Coffman & Associates:
  - a. General Aviation Improvements - \$37,822
  - b. Terminal Phase 5, TWY B Improvements & Associated Improvements - \$245,923
3. Approval of Work Authorization for Talbert & Bright for design of the Rehabilitation of RWY 6-24 and blast pads at \$616,240.
4. Approval of Supplemental Agreements #7A to Monteith Construction, (Final Cost provided in Advance of Meeting), HVAC installation in the TSA Bag Screening Areas, plus associated work.
5. Approval of Contract for Base Bid NTE \$4,609,185 to Trader Construction, pending successful negotiations, for construction of a +/-650 Space Parking “November” Lot and a Change Order NTE (Amount Provided in Advance of Meeting) to expand Lot to increase the total spaces to 950.



# Tab 3

## Operations & Facilities

- **Information Items**

- Construction/Expansion Report
  - Gate 2 Returned to Operation Memorial Day Weekend
  - Gates 3 & 5 Renovation Completing Around June 21<sup>st</sup>.
  - Bag Claim Device #1 is in Operation. Claim Device #2 Currently being Replaced.
  - Rental Car Counter Renovations to begin May 30<sup>th</sup>, Completing Early September.
- Facilities/IT Report
  - Parking / Curb & Roadway Update
    - Airport Blvd. & Curb Improvement Concepts and Design proceeding on Schedule with RS&H
    - “November Lot – (650 Spaces)” Received Rebids May 31. NTP will be given after Contract Approval
- Operations Report – Airport Operations Chart
- Other
  - Landside Temporary Signage Plan – Concepts under Final Review, on track for 90-Day implementation Plan

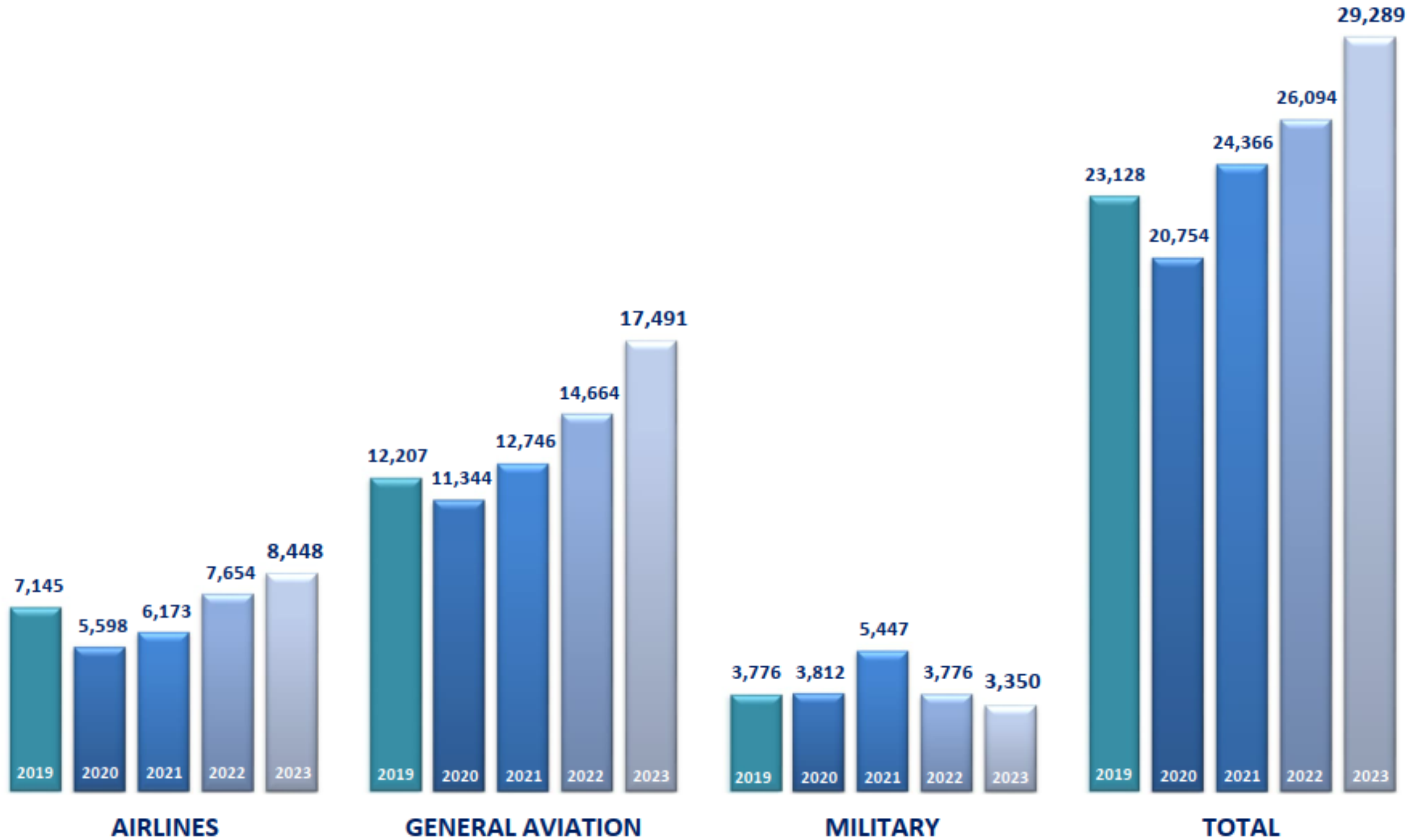


# AIRPORT OPERATIONS

## JANUARY-APRIL

Calendar YTD Cumulative Total

2019 2020 2021 2022 2023



Source: ILM ATCT



# Tab 3

## Operations & Facilities





# Tab 3

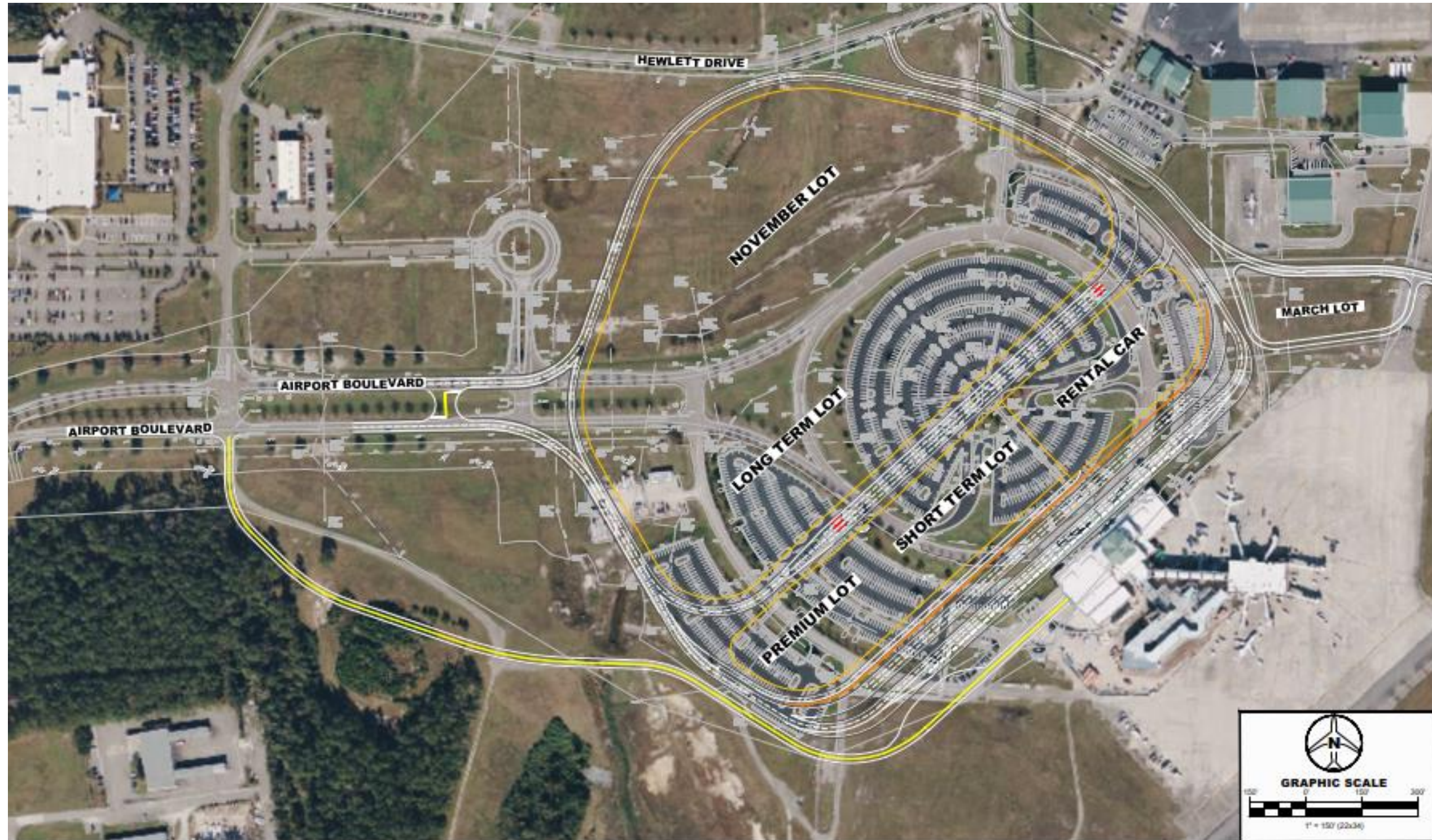
## Operations & Facilities





# Tab 3

## Operations & Facilities







# Tab 4

## Business Development

- **Action Items**

Recommend approval of the following agreements:

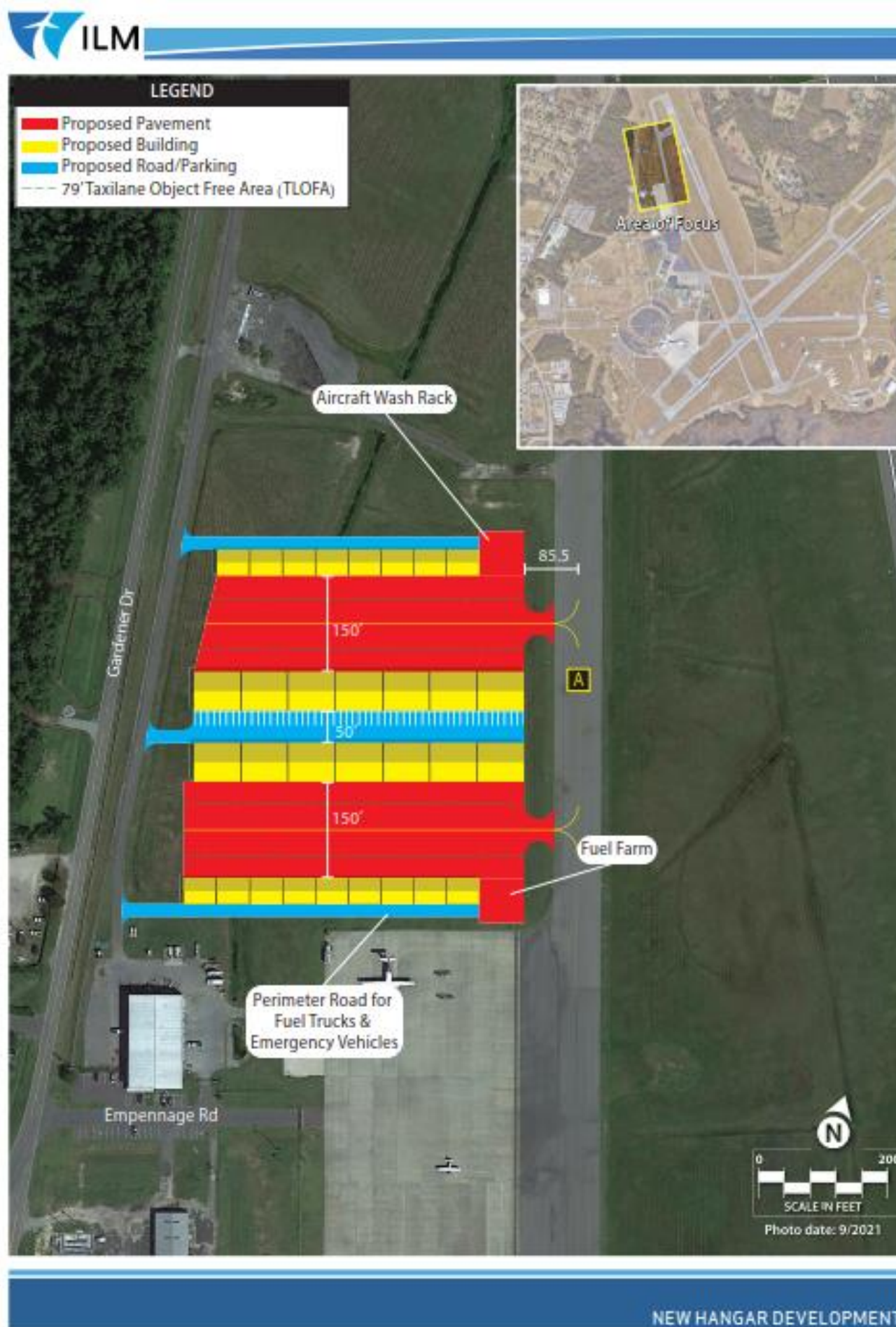
- a. Modern Aviation Lease Amendment
- b. Airline Operating Permit for Avelo Airlines
- c. Airline Operating Permit for Sun Country Airlines
- d. VCKH's Magnolia LLC, Airside Sublease of 7.5 acres on Gardner Drive
- e. VCKH's Magnolia LLC, Landside Sublease of 16 acres on Airport Blvd.
- f. VCKH's Magnolia LLC, Entertainment Facility
- g. VCKH's Magnolia LLC, Auto Wash
- h. Cape Fear Coastal Aviation Sublease of 24.2 airside acres

- **Information Items**

- Faber Concession Agreement fully executed



# VCKH's Magnolia, LLC Airside Sublease



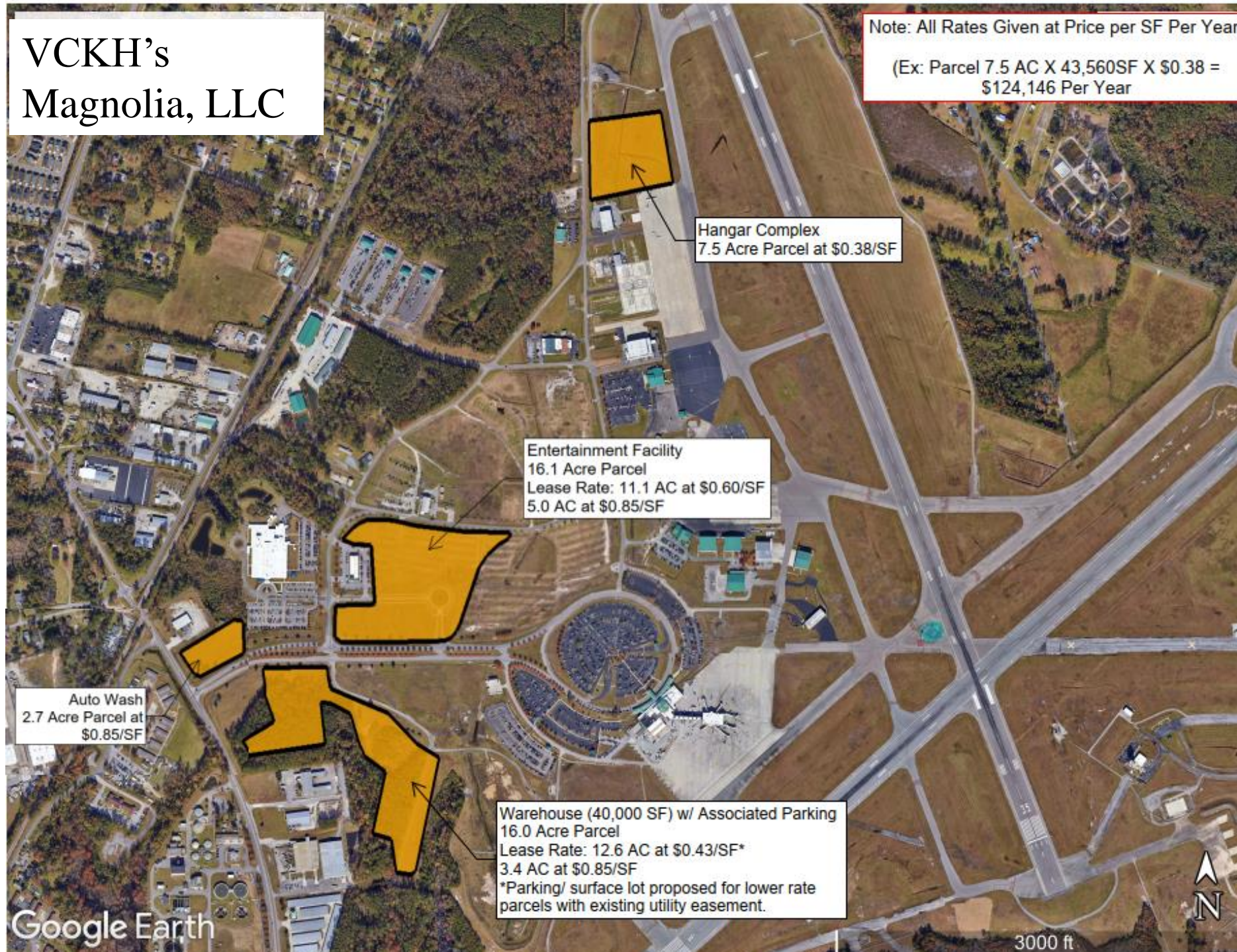
VCKH's Magnolia LLC Airside Sublease	
Date:	6/7/2023
Area: Phase I	6 Acres (261,360 SF)
Phase 2	1.5 Acres (65,340 SF)
Total Acres	7.5 Acres (326,700 SF)
Sublessee:	VCKH's Magnolia LLC, a South Carolina Limited Liability Company.
Sublessor:	New Hanover County Airport Authority.
Sublease Term:	30 years Option to extend the term for one (1) 10-year period contingent on \$100,000 in building improvements, adjusted for inflation.
Type Sublease:	Airside Lease (west side).
Airside Rent: Phase I	6 acres @ \$.38 PSF \$ 8,276.40 monthly \$99,316.80 annually
Phase II	1.5 acres @ \$.38 PSF \$ 2,069.10 monthly \$24,829.20 annually
Annual increases:	3% per year.
Due Diligence Period:	360 days from sublease effective date
Site Plan Approval:	After 360 days, Sublessee has 300 days to secure Airport Director approval.
Rental Commencement Date	2 years from sublease effective date or receipt of Certificate of Occupancy, whichever is earlier.
Application Fee	\$10,000.
Sublessee Pays:	All infrastructure & utilities to site.
Comments:	Hangar Development.
Contact:	VCKH's Magnolia LLC 1513 Savannah Hwy. Charleston, SC 29407 ATTN: Tommy B. Baker <a href="mailto:tbaker@bakermotorcomany.com">tbaker@bakermotorcomany.com</a> (843) 607-8888





# VCKH's Magnolia, LLC Landside Sublease

## Warehouse/Auto Auction and Parking



VCKH's Magnolia LLC Landside Sublease	
Date:	6/7/2023
Area: Parcel 1	<b>16 acres</b>
Sublessee:	VCKH's Magnolia LLC, a South Carolina limited liability corporation.
Sublessor:	New Hanover County Airport Authority.
Sublease Term:	<b>30 years</b> Option to extend the term for <b>one (1) ten-year period contingent on \$100,000 in building improvements</b> , adjusted for inflation and; One additional <b>one (1) nine-year period contingent on \$100,000 in building improvements</b> , adjusted for inflation.
Type Sublease:	Landside
Land Rent: (Airport Blvd. warehouse)	3.4 acres @ \$.85 psf (148,104 SF) <b>\$10,490.70 monthly</b> <b>\$125,888.40 annually</b>
Land Rent: (Parking/Surface lot)	12.6 acres @ \$.43 psf (548,856 SF) <b>\$19,667.34 monthly</b> <b>\$236,008.08 annually</b>
Annual increases:	<b>3% per year.</b>
Due Diligence Period:	450 days from effective date
Site Plan Approval:	After 450 days, Sublessee has 390 days to secure Airport Director approval.
Rent Commencement Date:	30 months after effective date or upon receipt of Certificate of Occupancy, whichever is earlier.
Application Fee/Deposit	\$10,000 application/Deposit = 3 <u>months</u> rent.
Sublessee Pays:	All infrastructure & utilities to site.
Comments:	Auto Auction and associated parking.
Contact:	VCKH's Magnolia LLC 1513 Savannah Hwy. Charleston, SC 29407 ATTN: Tommy B. Baker <a href="mailto:tbaker@bakermotorcomany.com">tbaker@bakermotorcomany.com</a> (843) 607-8888





## Entertainment Complex & Parking

VCKH's Magnolia LLC Landside Sublease (#2)	
Date:	6/7/2023
Area: Parcel 2	<b>16.1 acres</b>
Sublessee:	VCKH's Magnolia LLC, a South Carolina limited liability corporation.
Sublessor:	New Hanover County Airport Authority.
Sublease Term:	30 years Option to extend the term for one (1) 10-year period contingent on \$100,000 in building improvements, adjusted for inflation. Second option to extend the term for one (1) 9-year period contingent on \$50,000 in building improvements adjusted for inflation
Type Sublease:	Landside Sublease (#2)
Land Rent: (Airport Blvd. warehouse)	5 acres @ \$.85 psf (217,800 SF) <b>\$ 15,427.50 monthly</b> <b>\$185,130.00 annually</b>
Land Rent: (Parking/Surface lot)	11.1 acres @ \$.60 psf (352,836 SF) <b>\$17,641.80 monthly</b> <b>\$211,701.60 annually</b>
Annual Increases:	<b>3% per year</b>
Due Diligence Period	18 Months from effective date.
Rental Commencement Date	2.5 years from effective date or receipt of Certificate of Occupancy whichever is earlier.
Application Fee/Deposit	\$10,000 application/Deposit = 3 <u>months</u> rent.
Sublessee Pays:	All infrastructure & utilities to site.
Comments:	Entertainment Complex & Parking
Contact:	VCKH's Magnolia LLC 1513 Savannah Hwy. Charleston, SC 29407 ATTN: Tommy B. Baker <a href="mailto:tbaker@bakermotorcomany.com">tbaker@bakermotorcomany.com</a> (843) 607-8888

## Upscale Car Wash

VCKH's Magnolia LLC Landside Sublease (#3)	
Date:	6/7/2023
Area: Parcel 2	<b>2.7 acres</b> (Airport Blvd & 23 <sup>rd</sup> St.)
Sublessee:	VCKH's Magnolia Landside Lease, a South Carolina limited liability company.
Sublessor:	New Hanover County Airport Authority.
Sublease Term:	30 years Option to extend the term for one (1) 10-year period contingent on \$100,000 in building improvements, adjusted for inflation. Second option to extend the term for one (1) 9-year period contingent on \$50,000 in building improvements adjusted for inflation
Type Sublease:	Land Sublease
Land Rent: (Airport Blvd. car wash or Bank)	2.7 acres @ \$.85 psf (117,612) <b>\$ 8,330.85 monthly</b> <b>\$99,970.20 annually</b>
Application Fee/Deposit	\$10,000 application/Deposit = 3 <u>months</u> rent.
Due Diligence Period:	18 Months from lease commencement date
Rental Commencement Date	2.5 years from effective sublease date or receipt of Certificate of Occupancy, whichever is earlier
Annual increases:	<b>3% per year</b>
Sublessee Pays:	All infrastructure & utilities to site.
Comments:	Upscale car wash or Bank
Contact:	VCKH's Magnolia LLC 1513 Savannah Hwy. Charleston, SC 29407 ATTN: Tommy B. Baker <a href="mailto:tbaker@bakermotorcomany.com">tbaker@bakermotorcomany.com</a> (843) 607-8888

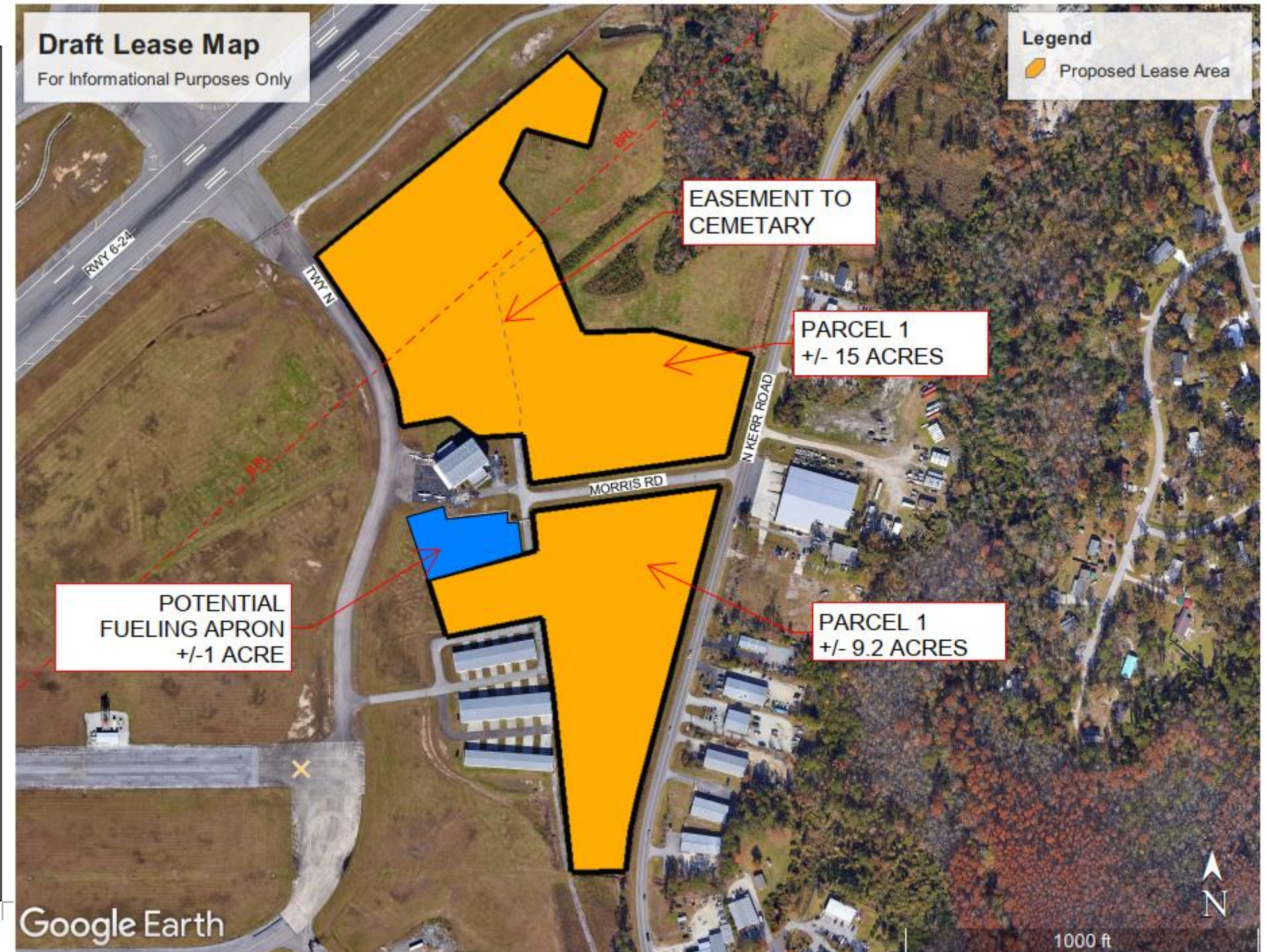




# Cape Fear Coastal Aviation

## Airside Lease – CAPE FEAR COASTAL AVIATION

Date:	6/7/2023
Area:	<b>24.2 Acres (1,054,152 SF)</b>
Sublessee:	Cape Fear Coastal Aviation
Sublessor:	New Hanover County Airport Authority.
Sublease Term:	<b>30 years</b> Option to extend the term for one (1) 10-year period contingent on \$100,000 in building improvements, adjusted for inflation.
Type Lease:	Airside Sublease (east side)
Airside Rent:	<b>24.2 acres @ \$.34 PSF</b> <b>\$ 29,867.64 monthly</b> <b>\$ 358,411.68 annually</b>
Annual Increases:	<b>3% per year</b>
Due Diligence Period:	18 months from lease execution
Rent Commencement:	2 years from effective lease date or receipt of Certificate of Occupancy whichever is earlier.
Application Fee:	\$10,000.
Sublessor Pays:	To Be Determined.
Sublessee Pays:	All infrastructure and utilities to the site.
Comments:	Aviation Campus.
Fuel:	Can provide fuel if/when full service FBO Minimum Standards are met.
Contact:	Rich Williams Cape Fear Coastal Aviation Email: rwilliams@flycfca.com Cell:







Revisions

OWNER:

DEVELOPER:

Project

Cape Fear Coastal Aviation  
Morris Road

Preliminary Site Plan

Date

June 2, 2023

Scale

1" = 100'

Sheet

CS - 2





# Tab 5

## Director's Report

- **Action Item**
- **Information Items**
  - Terminal Curb, Road Realignment and Parking improvements - Tentative Schedule
  - Inaugural flights May/June
  - County Commissioner Briefing at ILM 6/21 @ 8:30
  - Meeting Reminder – July meeting is July 12<sup>th</sup> (2<sup>nd</sup> Wednesday) and no August meeting.
  - Power Breakfast 6/29 @ 7:30



# ILM – WILMINGTON INTERNATIONAL AIRPORT

## CONSTRUCTION AND CMAR SCHEDULE

### TERMINAL CURBSIDE, PARKING AND AIRPORT BOULEVARD IMPROVEMENTS

JUNE 2, 2023

Item	Date
Board award of “November” parking lot construction contract for 650 new spaces with completion date of 11/17/23	6/7/2023
Release RFQ (Step 1 of Two-step process, FAA AC 150/5100-14E, Appendix G, Section G.5)	6/7/2023
Notice to Proceed for “November” parking lot construction	6/8/2023
RFQ responses due	6/20/2023
Issue short list + RFP (Step 2 of Two-step process FAA AC 150/5100-14E, Appendix G, Section G.5)	6/22/2023
RFP due	7/7/2023
Selection of CMAR	7/10/2023
ILM Board Approval	7/12/2023
“November” parking lot with additional 650 revenue spaces substantially complete ahead of Thanksgiving week	11/17/2023
GMP Package 1 – Terminal Roadways (due from CMAR)	11/30/2023
GMP Package 2 – Terminal Parking (not AIP/AIG eligible) (due from CMAR)	2/28/2024
GMP Package 3 – Terminal Curbside + Canopies (due from CMAR)	4/23/2024
ILM Board Approval GMP Package 1	12/6/2023
NTP – GMP Package 1	12/13/2023
ILM Board Approval GMP Package 2	3/6/2024
NTP GMP Package 2	3/13/2024
Additional 300 revenue parking spaces in “November” lot substantially complete	3/15/2024
ILM Board Approval GMP Package 3	5/1/2024
NTP GMP Package 3	5/8/2024
Completion GMP Package 1 – 12 months	12/15/2024
Completion GMP Package 2 – 9 months overlaps with Package 1 by three months	6/15/2025
Completion GMP Package 3 – 12 months	6/15/2026
New Parking Garage – Design/Build – 18 months	9/15/2027



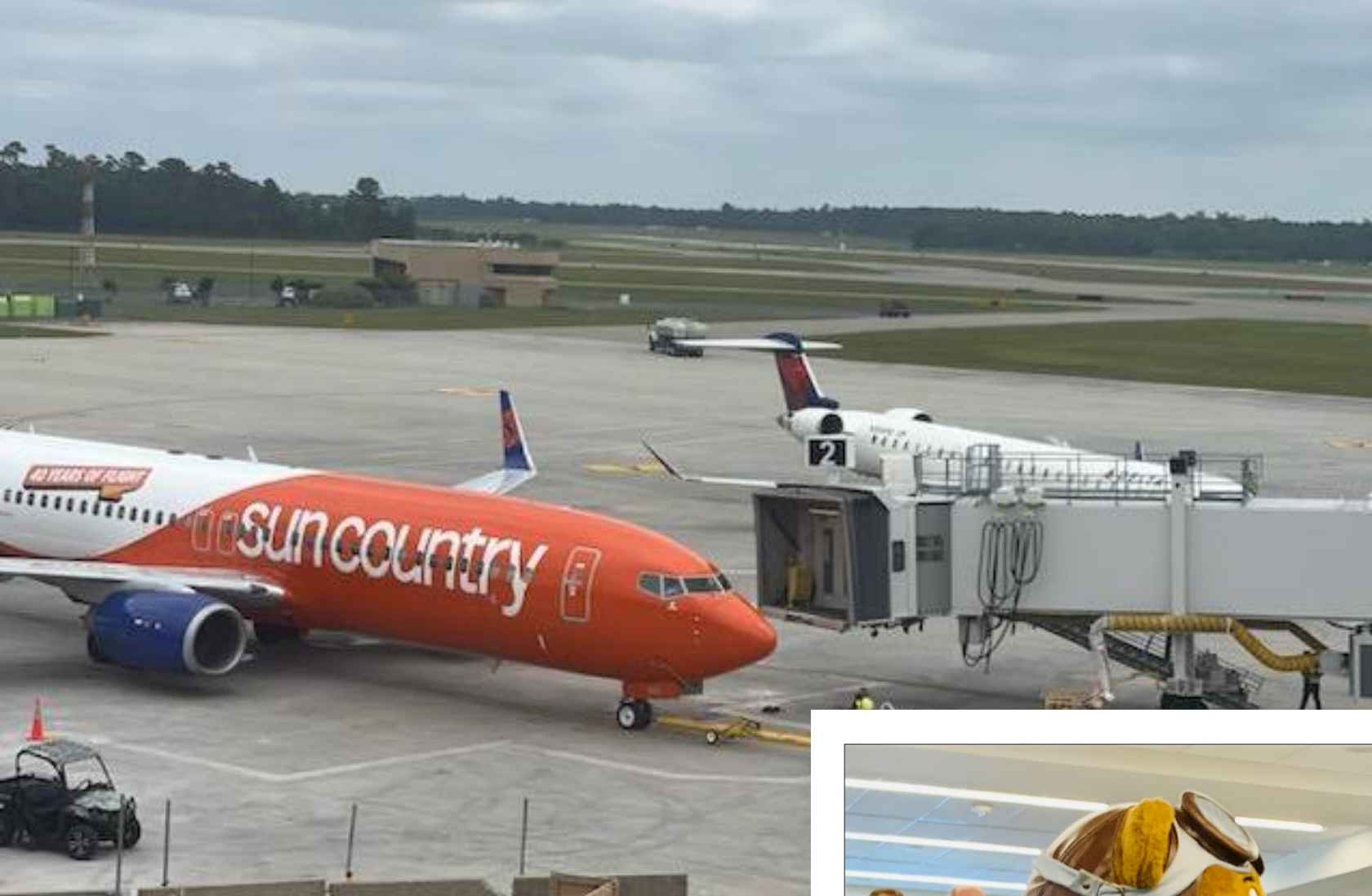
# Inaugurals

- Delta to BOS is on May 27<sup>th</sup> departs 2 pm
- Sun Country to MSP is on June 1st departs 12 pm (Arrive ILM @10:30. Media event approx. 11)
- Avelo to PBI is on June 22<sup>nd</sup> departs 10:20 am
- Avelo to ILG is on June 22<sup>nd</sup> departs 3:30 pm
- Avelo to TPA is on June 23<sup>rd</sup> departs 10 am
- *Arrive 1.5 hours prior to departure if planning to attend.*













				June 2023		
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				<b>1</b> 12 pm Sun Country Launch	<b>2</b> 10 am Ambassadors Meeting	3
4	<b>5</b>	<b>6</b> 2 pm Executive Comm. Mtg.	<b>7</b> Authority Meeting	<b>8</b> 10 am Tenants Meeting Beer Glasses & Boarding Passes- Ogden Tap Room	<b>9</b>	10
11	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	17
18 Father's Day	<b>19</b> County Commissioners Appoint New AA Member	<b>20</b>	<b>21</b> 8:30 am Co. Comm. Breakfast 11-1 ILM Lunch Cookout	<b>22</b> 10:20 & 3:30 Avelo Launches Beer Glasses & Boarding Passes- Flying Machine Randall PKWY	<b>23</b> 10 am Avelo Launch	24
25 Faison Gibson's Birthday	<b>26</b>	<b>27</b>	<b>28</b> 2pm Wanda's Retirement @ Co 3 pm WMPO Presentation (JB)	<b>29</b> 7:30 am Power Breakfast	<b>30</b>	
	<b>REMINDERS: July Meeting is July 12<sup>th</sup> No meeting in August.</b>					



## Tab 6

- **Unfinished Business**
- **New Business**  
**Closed Session** to discuss matters relating to the expansion of industries & Economic Development pursuant to N.C.G.S. §143-318.11(a)(4)
- **Adjournment**