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Meeting Date: 09/29/2026

Augusta Regional Airport (AGS) - NetJets Management Services Agreement

Department:	Augusta Regional Airport (AGS)
Presenter:	Herbert L. Judon, Jr., Airport Executive Director
Caption:	Augusta Regional Airport (AGS) – Approve NetJets Management Services Agreement
Background:	BA Augusta, LLC. executed a ground lease agreement with Augusta Regional Airport/Augusta-Richmond County Commission (ARCC) on August 15, 2023. On November 6, 2024, BA Augusta, LLC., submitted a formal letter requesting that the Augusta Aviation Commission (AAC) approve the assignment of the ground lease to NetJets Services, Inc., in accordance with Article VII, Section O of the ground lease agreement. NetJets Services, Inc., submitted a formal letter dated November 11, 2024, agreeing to accept the assignment of the BA Augusta, LLC. ground lease agreement upon approval by the AAC and the ARCC. The assignment was approved at the November 2024 Commission Meeting. Prior to the lease assignment, the Airport requested that NetJets construct a hangar and aircraft parking ramp for their use around the Masters Tournament. The Airport incentivized this investment by agreeing to waive landing and ramp fees for NetJets aircraft during the ground lease term. NetJets has begun construction on a 29,000-square-foot hangar, a 7,748-square-foot general aviation terminal, and an adjacent 475,000-square-foot concrete aircraft parking apron. The apron construction was completed in March 2026, and the hangar and terminal are scheduled to be completed by October 2026. NetJets intends to use the hangar and ramp for 16 days around the Masters tournament and has requested that the Airport manage the hangar and property during the 50 weeks of the year that they will not be using the facility. Airport staff have negotiated a management services agreement under which 100% of the rental revenues during this 50-week period are allocated to the Airport.
Analysis:	Airport staff evaluated the tradeoffs between revenue lost due to the waived NetJets' landing and ramp fees and the potential revenues associated with the hangar rental opportunity, as well as increased Airport activity during the Masters Tournament, including fuel revenues from new tenants / based aircraft and additional landing and ramp fees attributable to increased apron capacity.

	Staff concluded that the management services agreement will result in net positive cash flow for the airport. This agreement has been reviewed by Airport Legal Counsel, Mr. Robert Kerr.
Financial Impact:	Airport Enterprise Funds Revenue Account
Alternatives:	N/A
Recommendation:	Approve NetJets Management Services Agreement
Funds are available in the following accounts:	Account #551000000-3492514
REVIEWED AND APPROVED BY:	N/A