

Oelwein Mayor and City Council Members;

At the October 6 meeting The Airport Board approved the attached option to eliminate the Fixed Based Operator position at the airport. There have been requests we clarify how this will affect the overall operations at the airport.

A few suggestions are:

1. The Airport will function as it does now on weekends, after hours and when no attendant is present during required hours. Essential services such as, restrooms, pilot lounge, fuel and crew car will be available just like they are at hundreds of other unattended small airports.
2. A lease of the shop and office may be negotiated with Tegeler Aviation.
3. Fuel sales may be managed by the City, or a third party paying a reasonable fee to The City for the use of its equipment.
4. City staff or a part time employee may be hired for mowing and snow removal. One board member suggested an exchange of these services for shop / office rent.
5. An airport manager should be appointed. The manager position is not full time. It normally requires minimal time. When Tom Stewart was Street Superintendent, he did an outstanding job of managing the airport and maintained an excellent relationship with the Board.
6. Vital facility maintenance and improvement projects would be funded within the airport budget.

Several persons were recruited to speak in favor of Tegeler Aviation at the 11/28 City Council meeting. The Airport Board does not oppose Tegeler Aviation's presence at the airport. The Board fully appreciates the value of having both Tegeler Aviation and Crop Care By Air businesses at the airport. However, we feel Tegeler Aviation, as a private business, should pay fair rent for use of the shop and office.

The Airport Board respectfully requests the City Council consider the elimination of the FBO position.

To allow for a transition period, if approved, now is the optimal time to make this decision.

Sincerely,

Oelwein Airport Advisory Board Chairman

Greg Bryan

Oelwein Airport Advisory Board FBO Contract Review

FBO Compensation FY23

Contract	35,292
Shop Hangar Rental Value	6,000
Electric Reimbursement	600
Profit From Fuel Sales – Unknown (markup amount not provided)	
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Total FBO Compensation minus Fuel Sale Profit	\$41,892
FY 23 Revenue Budget	\$52,600
FBO Portion of Airport Revenue	80%

At the 9/15 board meeting in a discussion of providing flight training, member Bagge correctly put in perspective, flight training is unaffordable. Whether we like it or not, our culture is constantly changing. Services we've been provided in the past are no longer practical, but with the help of technology, life goes on.

The role of a full time FBO has also changed over the years. A few of the services once offered that are no longer available are aircraft rental, flight instruction, biannual flight reviews, crew car maintenance/repair. The self-serve fuel system will require less labor. The in cockpit ability to access airport information and internet access with smart phones have been game changers for general aviation. Attendance at small airports is no longer expected, and seldom required. The airport functions as it should on weekends and after hours.

As a responsibility of this board's appointment, the FBO position should be evaluated. The City's desire that the airport maintain a balanced budget leaves little revenue for facility maintenance or improvements after FBO expenses. Seal coat is needed to preserve the asphalt paving, the fuel system will need tank and pump upgrades along with other projects to maintain the infrastructure. For FY23 there is \$3,000 budgeted under building. Is an FBO affordable?

