

## FBO Contract and Fuel Sales 2022 - 2023

We are asking, as requested by City Manager Dylan Mulfinger, the 2022-2023 FBO Contract be increased by 2% from \$35,292. to \$35,998.

We are also in agreement with Dylan that we would keep control of fuel sales, both Jet A and Low Led (Avgas) as in the past.

The Credit Card System is being installed and once it is up and running we understand the following **differences** will occur:

All fuel sales will be ran through the credit card system.

All proceeds from the fuel sales will be in the City's account.

The city will cut a check to Tegeler Aviation at the end of each month for the profit split agreed on.

The following procedures will **remain the same**:

Tegeler Aviation will:

- continue to monitor fuel equipment daily and make minor repairs as needed.

- continue to monitor fuel equipment daily and call for major repairs needed.

- lock and unlock pumps when necessary.

- accept phone calls at all hours to assist Pilots with the use of the pumps

- monitor the quantities of the fuels and call for pricing to 2-4 vendors for the current best price

MONITORING the fuel quantities during the spray season is an hour by hour job as the planes take thousands of gallons of fuel in a small period of time. We get trucks at times on a daily basis.

- call local airports as to whether they are getting fuel as to share a tanker to get a better price.

- meet and help the trucker/tanker deliver fuel and fill the tanks at all hours of the day or night.

- keep peace amongst the Spray Plane companies as to parking/fueling/maintenance.

- continue to set the fuel sale price and include the city's percentage in doing so.

All other items in the current contract are fine as written.

Respectfully Submitted,  
Tegeler Aviation, LLC  
George Tegeler