



GWINNETT COUNTY
BOARD OF COMMISSIONERS

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Charlotte J. Nash, Chairman

Jace W. Brooks, District 1

Ben Ku, District 2

Tommy Hunter, District 3

Marlene M. Fosque, District 4

Official

Informal Briefing Minutes

Tuesday, August 4, 2020 – 10:30 AM

Present: Charlotte J. Nash, Jace Brooks, Marlene M. Fosque

Via teleconference: Ben Ku

Absent: Tommy Hunter

1. Transportation

Gwinnett County Airport Update

Economic Development Manger Roman Dakare provided an overview and recommendations for the Gwinnett County Airport–Briscoe Field. No official action taken.



Gwinnett

Gwinnett County Airport



Airport Study Committee

Joe Weatherford, Finance

David Tucker, Transportation

Matthew Smith, Airport

Chief Russell Knick, Fire

Roman Dakare, Economic Development

Theresa Cox, Law

“Steady and Optimistic”

- General aviation activity up 3.3% in 2018
- First time since 1997-2000 General Aviation activity have increased for four consecutive years
- Growth at the high-end offsets continuing retirements at the traditional low end of the segment (Single Engine planes)
- 9.2% increase in deliveries of airplanes
 - Pistons up 5.5%
 - Turbines up 12.8%

Gwinnett County Airport – Briscoe Field (LZU)



- Established at current location in 1966
- FAA grants were used to purchase and improve the property



Current State

- 3rd Busiest Airport in Georgia
- 24 Long-Term Lease Agreements with multiple sub-tenants
- Approximately \$1 million in revenues per year
- Economic Impact*
 - 730 total jobs
 - \$24.6 million in total payroll
 - \$85.4 million in total economic output

*CY 2010 Data

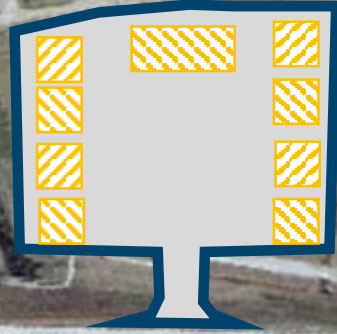
Current State



- 2 Fixed Based Operators (FBOs)
- Runway 7/25 is 6100 feet long by 100 feet wide, capable of handling corporate aircraft
- Designated as reliever airport for Atlanta Hartsfield Jackson International Airport
- 310 aircraft based at airport

Central Basing Area

- Spaces for up to 9 corporate hangars on the perimeter with a central “community” ramp.
- Capable of housing Gulf Stream V size aircraft.
- Expected completion in Spring 2020



Opportunity

- Develop Future Vision for Gwinnett County Airport
- Why now?
 - Many long-term leases end in the next 5 years, including the leases for most of the north side of the airport
 - Upon lease expiration, buildings revert to County ownership
 - Recent Airport Improvement Grants
 - Economic growth of County
 - Inquiries/Proposals/Interest

5 Year Lease Reversion Timeline

Buildings Currently Owned by the County
 Old Admin. Building Current Admin. Building
 Air Traffic Control Tower County T-Hangars

Possible Lease Reversions
 510 Briscoe Blvd Aero Industries

12/31/2019	Port-A-Port Hangars
7/31/2020	450 Briscoe – Mandatory \$125,000 Annual Payment
10/31/2020	430 Briscoe – Renewal at same terms as 450 Briscoe (\$125,000 annual payment)
12/31/2020	650 Airport Rd and the EAA Hangars
3/31/2021	Gwinnett Aero (North Side FBO)
5/31/2022	Civil Air Patrol
4/30/2024	510 Briscoe Blvd – Ramp
4/30/2024	520 Briscoe Blvd
7/31/2025	500 Briscoe – Mandatory \$225,000 Annual Payment (South Side FBO)
7/31/2025	800 Airport Road





Approaches

Approach 1 – Status Quo

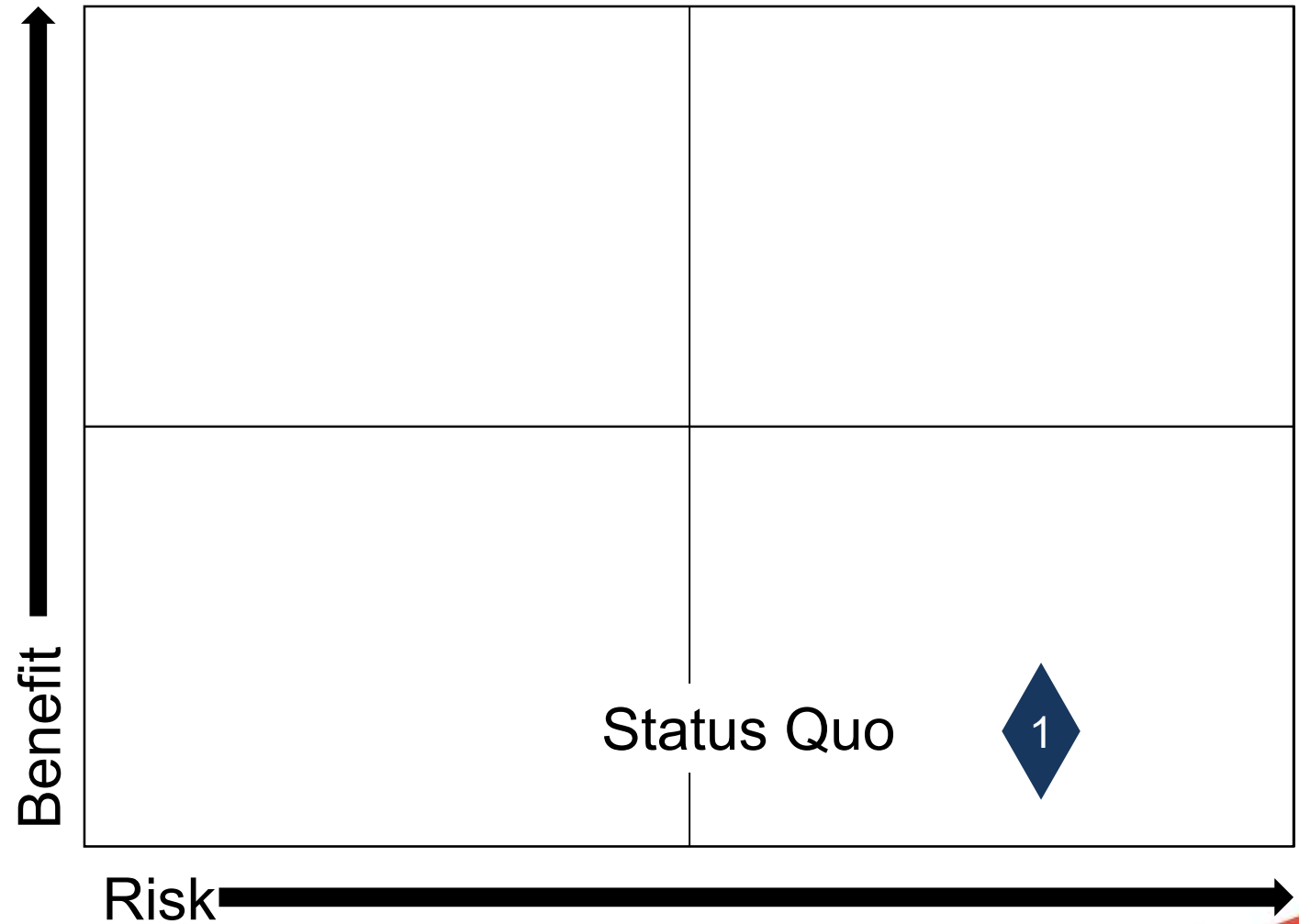
- No active pursuit of improvements beyond current planned capital investments and ongoing maintenance
- Current lease agreements will continue beyond the expiration of the lease as tenants at will
- No change to space allocation at the Airport
- Revenues remain flat

Benefits

- Current tenants remain satisfied
- Limited staffing or operational changes
- Natural evolution

Risks

- Unsustainable costs
- Facilities may not reflect Gwinnett Standard
- Missed economic development opportunities



Recommendations

- Minimum standards updated
- Standard lease terms updated
 - Address fuel farms
- Coordinate surrounding development to encourage community connection
- Continued coordination with GDOT to ensure adequate access to Airport
- Continue to address maintenance

Approach 2 - County Operated FBO



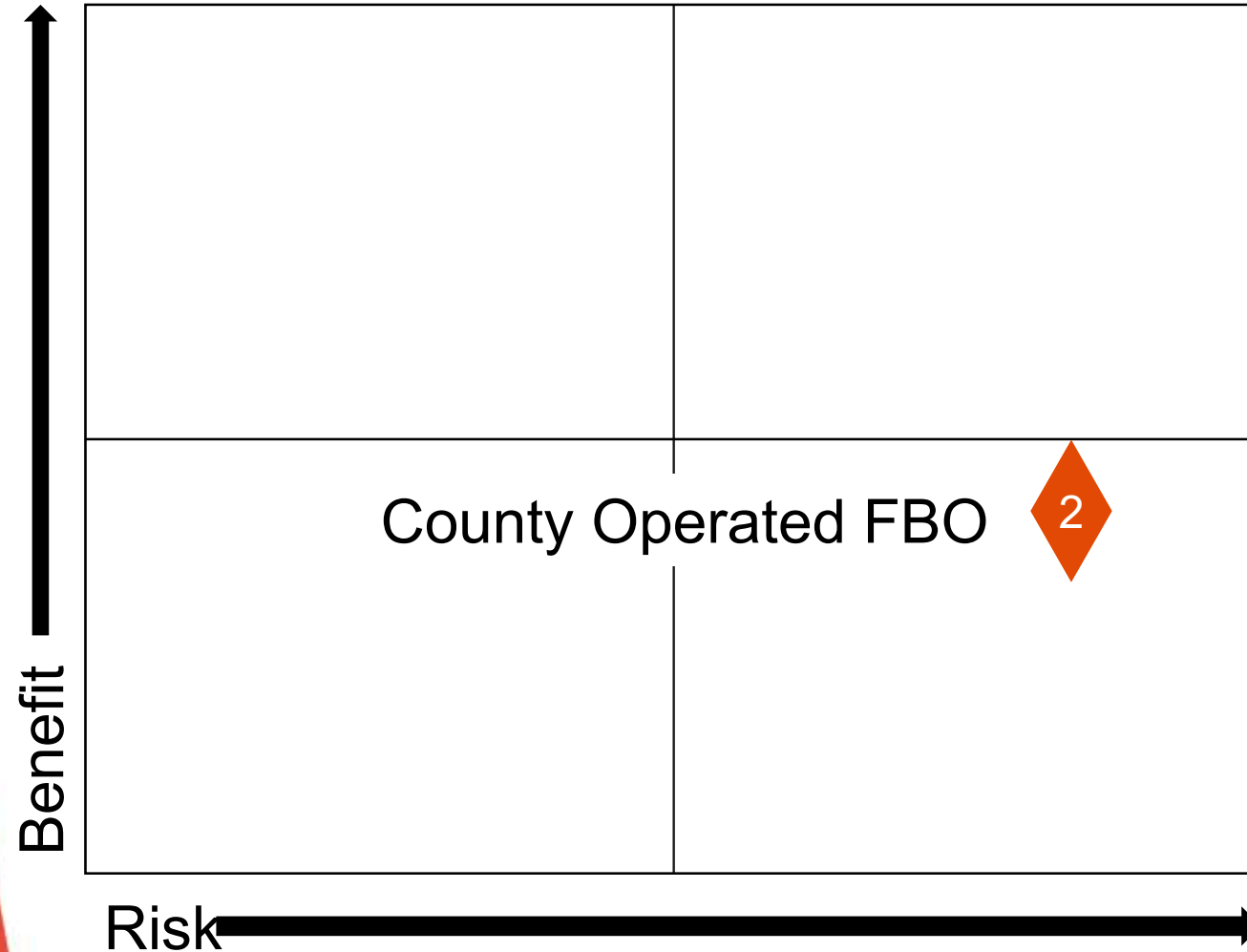
FBO on north side of
airport controlled,
developed, and
managed by County



Key Assumptions/Requirements



- County actively operates/manages all aspects of FBO service through county employees or contractors
 - Fuel
 - Terminal
 - Hangar Rental
- Heavy investment in equipment and personnel
- Active marketing by County
- More active Airport Authority
- More autonomy for Airport Manager



Benefits

- County has ability to set vision, hire staff, and select contractors
- Increased capacity for corporate jets
- Improved financial condition
- Increased direct revenue

Risks

- Significant up-front investment required
- Significantly higher risks and insurance costs
- Operates as a business
- Requires skillset not currently on-staff

Timeline



- County FBO start-up processes (planning, hiring, etc.)
August 2020 – March 2021
- Property Transitions North Side (NS): December 2020 –
March 2021
- FBO Startup and New Construction: TBD dependent upon
funding and property transitions

Approach 3 – One North Side FBO

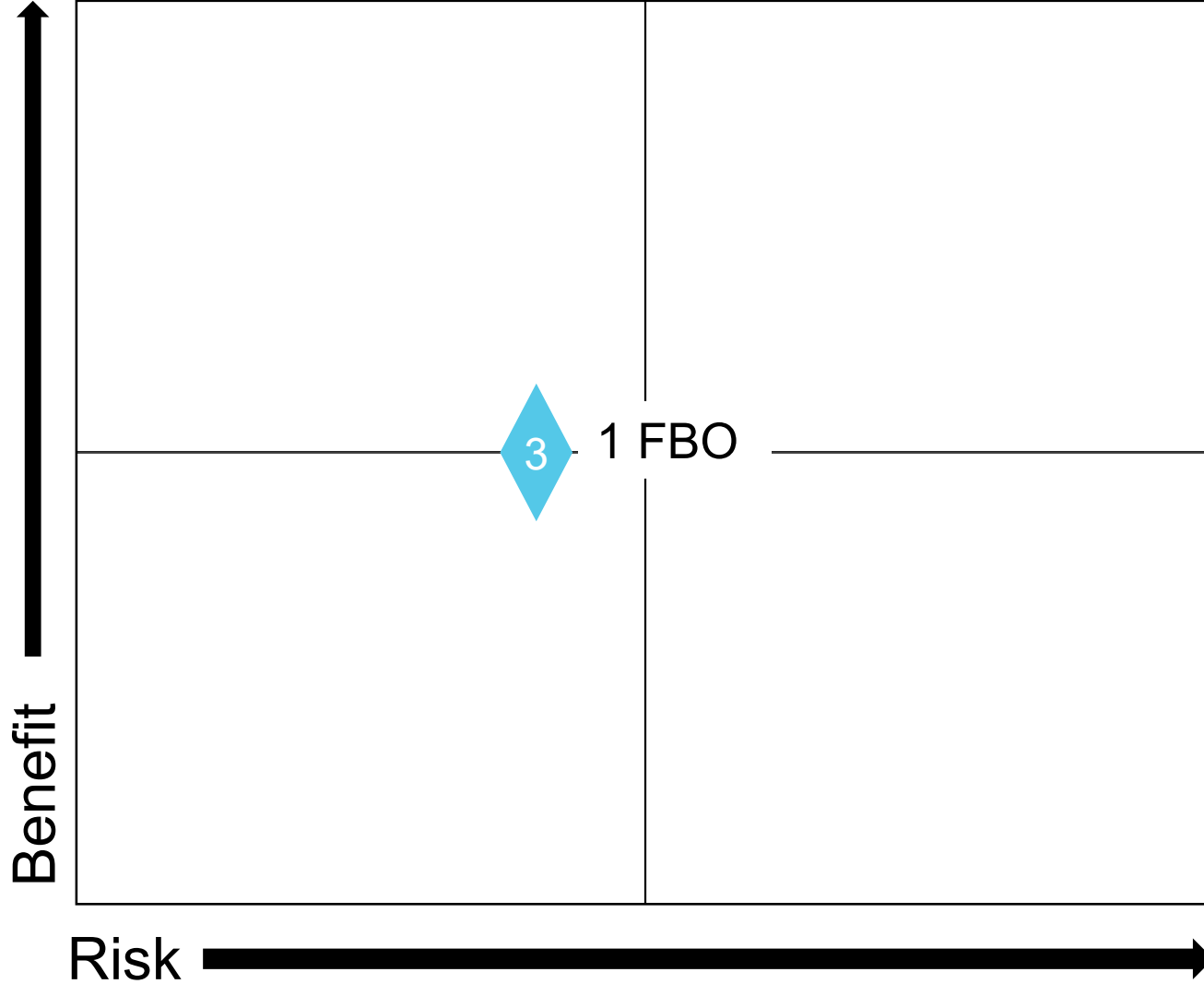


North side of Airport
offered to a single
FBO through
RFI/RFP Process

Key Assumptions/Requirements



- Competitive solicitation for a portion or all of the north side of airport with the following components:
 - New terminal building with amenities
 - Restaurant
 - Possible joint tower project
 - Marketing plan
- Current leases will need to expire or be bought out
- Update lease terms as current leases expire
- Current FBO on south side of airport would be phased out
- Allows for additional large hangars capable of housing corporate jets



Benefits

- High-quality FBO should increase traffic
- Increased capacity for corporate jets
- Improved financial condition

Risks

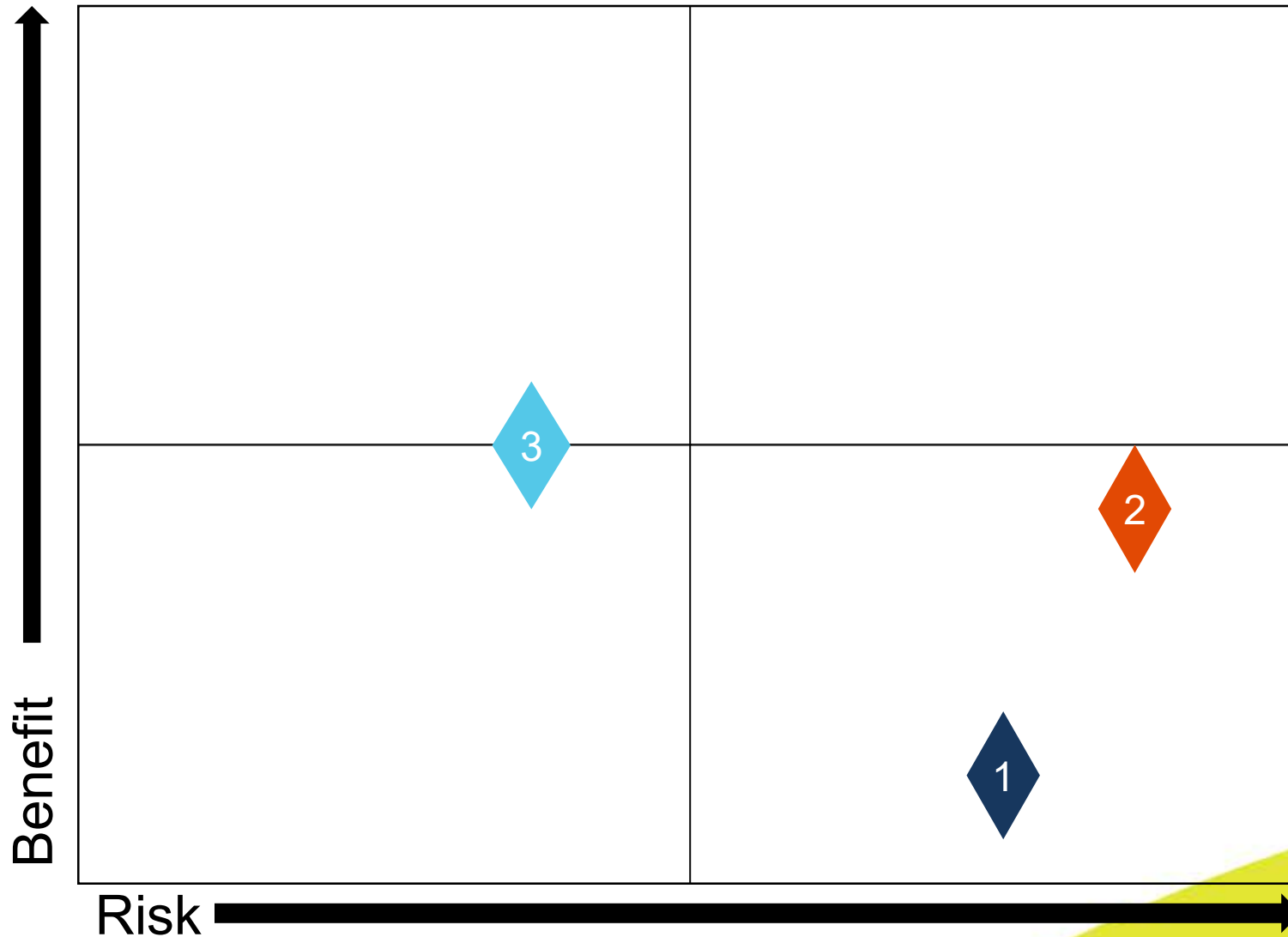
- Success dependent upon one FBO
- May require up-front investment
- County control limited to contract terms

Timeline



- RFP Development: August – October 2020
- RFP Solicitation: October – December 2020
- RFP Scoring and Selection 2021: December 2020 - January 2021
- Contract Negotiations and Award: January - February 2021
- Property Transitions: 12/31/2020 – 3/31/2021
- FBO Startup and New Construction: TBD dependent upon contract terms

Summary Comparison



Questions

