

Minutes of Airport Advisory Working Group Meeting October 4, 2019

Meeting Time: 9:00 a.m.

Location: 1520 Market Street Third Floor Conference Room

Members Present: Paul Payne, LaTaunia Kenner, Rhonda Hamm-Niebruegge, Linda Martinez, Gerard Hollins, Michael Garvin, Ald. Marlene Davis

Also Present: LeJuan Strickland, Stephanie Lewis, Meghan Farrell, Jay Dowling, Jeff Aboussie, Tyson Pruitt, Shameem Clark-Hubbard, Ryan Coleman, Mahwish Ahsan, and Members of the Press and Public. Mary Francouer, Alethia Nancoo, John Schmidt, Glenn Muscosky, Michael Fleming, Ethan Konstantin, Stephanie Bell, Rebecca Perry-Glickstein, Marc Ellinger, Alaa Hachem, Nick Vallorano, Ramon Ortega, Joletta Golik, Katie Knapp, Shawn Kinder, Ben Port, Joe Deane, David Narefsky, Peter Andrews, and Jean Wilson joined via WebEx.

Chairman Paul Payne called the meeting to order at 9:00 a.m. with the first item on the agenda, which was to approve the minutes from the October 2, 2019 meeting. The minutes were unanimously approved. Mr. Payne also announced that the agenda allows for a possible closed session to discuss any items but the group opted to stay in open session.

Ms. Martinez made a motion to issue an RFQ for potential private operators for the St. Louis Lambert International Airport. The motion was seconded by Dr. Hollins and Mr. Payne opened up the floor for discussion. Ald. Davis stated that while she was initially opposed to the process, she believes that there is merit to exploring a lease, which could be beneficial for the City in the long run given how dire the City's needs are.

Dr. Hollins publicly thanked PFM, Siebert, Stifel, and Moelis on cooperating together to give the City sound financial advice and for guiding the Working Group throughout this process.

Ms. Martinez announced that the City has reached an agreement to a preliminary framework with the major carriers of the airport, representing 80% of airport traffic and 85% of weighted cargo. This agreement enables the City to move forward with the step to issue an RFQ.

Mr. Payne noted that a substantial amount of work has been done in the past year to get to this point and that the next stage of the process opens up a potential opportunity that will require more work and diligence. The City's three key objectives guiding this process are:

- 1) Improvement of the airport for all its stakeholders
- 2) Net proceeds to the City that will result in transformational changes that benefit the City and its residents
- 3) Opportunity for economic development in the region

Mr. Payne also clarified that the RFQ is a document in which the City is simply soliciting teams that have the operational or financial capacity to participate in the process. A potential RFP, not the RFQ, will be comprised of the details and requirements for a potential operator.

Ald. Davis discussed the communications plan going forward. She noted that community involvement is essential to the process and found the comments and criticisms from the public to be very helpful. The City will organize community meetings and update the FLY314 website as well to keep the press and public informed.

With discussion on the motion concluded, Mr. Payne called for a vote. The motion to issue the RFQ on behalf of the City passed on a 3-1 vote. Mr. Payne, Ms. Martinez, and Dr. Hollins voted in favor, while Ms. Kenner opposed.

Ms. Martinez informed that the RFQ will be placed on the City's website and the FLY314 website immediately following the meeting. There will also be local ads in the St. Louis Post-Dispatch, St. Louis American, and the St. Louis Business Journal. Moelis will handle the outreach to potential bidders on a national level, while Mr. Strickland's team will distribute the memo to business and trade publications.

Ms. Martinez suggested the need to approve the RFQ distribution plan and moved to do so. The motion was seconded by Dr. Hollins. The vote passed on a 3-1 Vote. Mr. Payne, Ms. Martinez, and Dr. Hollins voted in favor, while Ms. Kenner opposed.

Mr. Payne discussed with group that following RFQ issuance there will be a rapid escalation of tasks in coming weeks which may require fixed weekly meetings going forward. Dates and times will continue to be posted on the City's website.

With no further business, the meeting was adjourned at 9:15 a.m.