

LEASE TERM	ACI JET		OTHER PROPOSAL	
Initial Lease Term	40 Years	Phase I Terminal Expansion & Community Hangar Committed	5	No Capital Expenditure Commitment
Lease Option Term	n/a		40	Upon Commencement of Expansion. No Guaranteed Capital Investment.
Returned to the City After	40 Years		45 Years	
PROPOSED DEVELOPMENT RETURNED TO CITY AFTER LEASE				
Committed on Lease Commencement	\$5,982,365'	Estimated cost based on drawings and type of construction proposed. Other proposal does not include a remodel of existing terminal.	\$0	No Capital Expenditure Commitment
Phase I / Terminal Expansion	\$2,873,475	Brand new FBO with \$300,000 terminal remodel.	\$0	No Capital Expenditure Commitment
Phase I / Community Hangar	\$3,108,890	Brand new large community hangar (capable of any size from a Cessna 172 to a Global 8000), new Line Shack and GSE storage.	\$0	No new hangar commitment
Build On-Demand	\$11,662,500		\$8,995,000	No Community Hangar(s)
Phase II / 3.2-Acre Parcel	\$11,662,500	Additional Community Hangars, Educational Hangar, Education Space, Relocated Fuel Farm, Additional Ramp Space & Parking Built On-Demand	\$3,043,400	Smaller FBO Expansion with No Existing Terminal Refurbishment
			\$5,951,600	Private Hangars on Prime Commercial Space, Built On-Demand
Total Development Costs	\$17,644,865		\$8,995,000	
DIRECT FISCAL IMPACT				
Leasehold Rents	\$196,614 / yr		\$153,600 / yr	
Existing Leasehold	\$163,759 / yr		\$153,600 / yr	
Ramp/FBO Expansion/Hangar	\$12,960 / yr		n/a	Conditional After Five Years
Future Development Area	\$19,895 / yr		n/a	Conditional After Five Years
Overnight & Ramp Fees to City	\$42,200 / yr	ACI's Ramp Fee Revenues: \$128,000; ACI's Overnight Fee Revenues: \$83,000; 20% profit Payback to City (yrs 1-10): \$42,200	Up to \$11,000	Based on Current Published City Rates with Estimated CPI Adjustments
Market-Adjusted Ramp Rent (Years 11+)	\$135,630 / yr	Appr. 274k sqft total area; Est. current market rate for ground rent Yr 10 = \$0.368/sqft; Adj. for 3% Annual CPI to yr 11 = \$0.495 * 274,000	Up to \$14,780	
Total Rents & Ramp Revenues Over 40 Yrs	\$19,660,728	Based on Rents/Fees Outlined above with 3% Annual Increase	\$13,525,478	
Airport Fuel Revenues from DLA Contract	\$33,000 / yr	DLA Fuel Flow Fees (Est. 275,000 gallons/yr @ \$0.12ea). Current DLA Agreement at PRB is exclusive to ACI Jet.	?	Loss of DLA Contract
Airport Fuel Revenues from RAF	\$55,000 / yr		?	Loss of 10 Year+ Relationship
INDIRECT FISCAL IMPACT				
Community Impact / DLA Contract	\$457,152 / yr	Est. Based On DLA Fuel Consumption and 2 Overnight Visits Per Month, Average Crew of 8 at Federal Per-Diem Rates	?	Los of DLA Contract
Royal Air Force (RAF) Community Impact	\$1,411,044 / yr	10 year+ actively-managed relationship with ACI Jet, brought by ACI Jet to Paso Robles Airport in 2022.	?	Loss of 10 Year+ Relationship

