

September 11, 2018

To: Santa Clara County Airports Commission  
From: Anissa Mohler

Regarding: Recommended action based on receipt of the Santa Clara County Staff Supplemental Report to the Preliminary Business Plan for Santa Clara County Airports

The business plan supplement is a significant improvement on the original plan and has many recommendations that will help the County Airports go the right direction. However, the FBO re-leasing strategy needs considerable improvement and should not be accepted "as-is" if ongoing aviation services are to be provided at Reid-Hillview Airport (RHV). The plan could also be disastrous for the San Jose State (SJSU) Aviation Program. The following outlines my specific recommendations regarding next steps for the Santa Clara County Airports Business Plan.

Accept and act upon the following recommendations made in the Supplement:

- A. Approve the plan
- B. Accept the FAA entitlement funds
- C. Apply for federal AIP and state grants
- D. Apply for property releases from the FAA for all properties not currently in use by aviation activities. This would include Tully/Capital, the lay down yard, and portions of Swift Ave. This would not include the so called "FBO properties" that currently have thriving aviation businesses

In addition:

- E. Offer a 5 year lease extension for all current leaseholders with an increase in lease rates based on the Consumer Price Index
- F. Establish a working group consisting of county staff, pilots, community members, aviation business owners, and SJSU Aviation Program representatives to develop the following within 6 months:
  1. Develop a functional strategy and timeline for the re-leasing of the "FBO properties" that supports current and any future desired aviation activities at RHV. This plan must have:
    - A transition plan allowing for ongoing aviation services while new businesses are added to the mix and some businesses leave
    - Reasonable revenue projections for the next 10-15 years that includes the fact that it will take 3-5 years to acquire new leaseholders
  2. Develop specific recommendations and pricing with revenue projections regarding REDUCTION of tie down and hangar lease rates with the goal to attract more aircraft to RHV and thus additional county revenues
  3. Develop recommendations for aviation and community compatible use of the currently unused properties (e.g. Tully/Capital, the lay down yard, portions of Swift Ave) to be used as guidelines for seeking new leaseholders for those properties
  4. Prioritize the list of AIP eligible projects for grant funding, so the most important projects get done first
7. The output of this working group will go to the County Supervisors for approval as the final supplement to the business plan

I am willing to help in all of these efforts.

Sincerely,

Anissa Mohler

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