



CITY OF WASILLA

290 E. HERNING AVE.

WASILLA, ALASKA 99654-7091

PHONE: (907) 373-9050

FAX: (907) 373-0788

COUNCIL MEMORANDUM NO. 92-15

FROM: Deputy Administrator

DATE: February 5, 1992

RE: Applications to Lease Airport Property

Representatives of the Department of Transportation and Public Facilities (DOT/PF) have stated their plans to be able to transfer the new airport property to the City by mid-March. We will be making preparations to be able to enter into lease agreements with applicants as soon after the land transfer as possible. We will first probably have to subdivide the lots within the airport property. A map of the lease lots is at Tab A.

In the interim, we are in the process required by municipal code to approve applications to lease property at the new airport. The Wasilla Planning and Utilities Commission conducted a review of the applicants and their recommendations are in the minutes of that meeting at Tab B.

As a result of the Commission's recommendations, Anchorage Aerofuel, Inc. and Flyer's Fuel have provided additional information and/or have modified their applications. The new materials are included in the applications presented for your consideration.

Tab C - Anchorage Aerofuel

Tab D - Bear Air

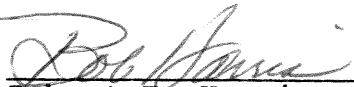
Tab E - Flyer's Fuel

Council is encouraged to review WMC 7.16.120 which describes the leasing of airport property (Tab F). The basic lease agreement is a standardized document based on other airport leases and revised by the City Attorney. The applicant's lease application and proposal will be incorporated into the basic lease document to set the performance standards to be required of the lessee. Copies of the base lease agreement are available for your review.

A proposed lease application evaluation form is provided should you wish to refer to it (Tab G). However, since we have more lots available than lessees, and since none are competing for the same lot, a competitive evaluation is probably unnecessary. Some airport lease guidelines prepared by B & B Environmental are at Tab H.

Council is requested to evaluate each application and:

- (a) Authorize the Mayor to enter into lease agreement(s) as presented and provided in City Code; or
- (b) Deny the application(s) as presented; or
- (c) Authorize the Mayor to enter into airport lease agreement(s) with conditions as required by majority vote of Council.

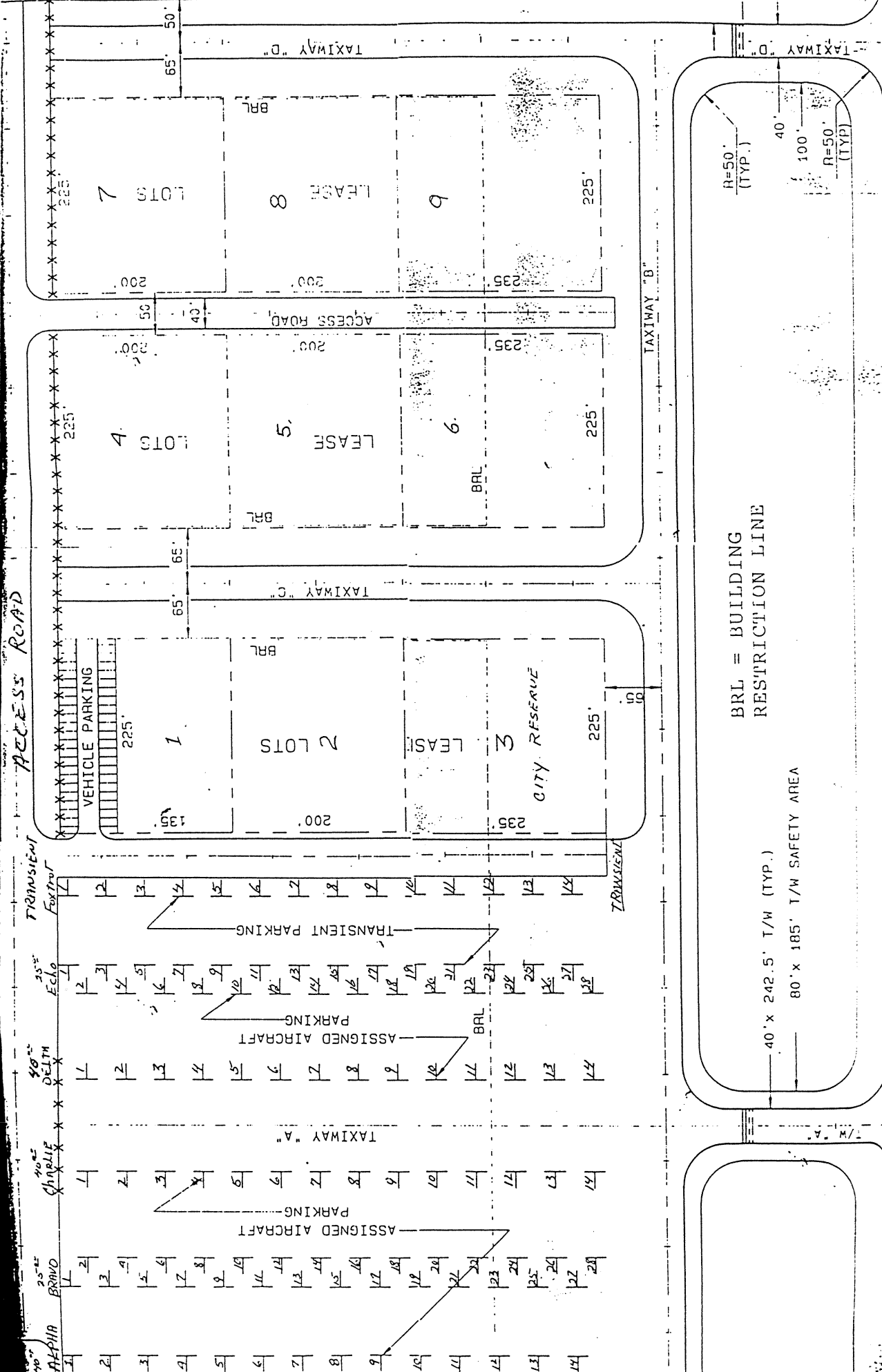


Robert E. Harris
Deputy Administrator

Tab Index:

- Tab A - Map of Lease Lots
- Tab B - Planning Commission Recommendations
- Tab C - Anchorage Aerofuel Application
- Tab D - Bear Air Application
- Tab E - Flyer's Fuel Application
- Tab F - WMC 7.16.120
- Tab G - Lease Application Evaluation Form
- Tab H - Airport Lease Guidelines - B & B Environmental

Approved Option "A" 2/24/92



ACCESS ROAD

TRANSIENT

DELTA

CHARLIE

BRAVO

ALPHA

BRL = BUILDING
RESTRICTION LINE

40' x 242.5' T/W (TYP.)

80' x 185' T/W SAFETY AREA

TAXIWAY "B"

TAXIWAY "D"

TAXIWAY "D"

ACCESS ROAD

TAXIWAY "C"

LOTS 7

LEASE 8

9

LOTS 4

LEASE 5

6

2 LOTS

LEASE 3

CITY RESERVE

VEHICLE PARKING

TRANSIENT PARKING

ASSIGNED AIRCRAFT PARKING

ASSIGNED AIRCRAFT PARKING

225'

225'

65'

225'

25'

40'

40'

40'

40'

40'

200'

200'

235'

200'

200'

235'

135'

200'

235'

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CITY OF WASILLA
PLANNING AND UTILITIES COMMISSION

REGULAR MEETING AGENDA DATE: 01/14/92 TIME: 7:00 P.M.

1. CALL TO ORDER

Chairman Kohring called the meeting to order at 7:00 P.M

2. ROLL CALL

COMMISSIONERS:

Mr. Dollerhide-P
Mr. Hartrick-P
Mr. Kohring-P
Mr. Moor-P
Mr. Pfiefer-P
Mr. Tapscott-P
Mr. Wicker-P

STAFF:

Mayor John Stein-P
Bob Harris-P
Marilyn Stewart-Planning Clerk-P
Dawn Webster-Mat-Su Borough-A

3. APPROVAL OF AGENDA

The agenda was approved as presented.

4. REGULAR MEETING MINUTES OF 01-14-92

Motion/Second: Tapscott/Dollerhide

To approve minutes as presented.
Passed unanimously.

5. PERSONS TO BE HEARD

A. Bill and Peggy Bear of Bear Air

Mr. Bear introduced himself and his wife, Peggy Bear. Mr. Bear is interested in leasing Wasilla Airport property primarily for a FAA part 135 operation.

B. Kenneth Davis of Anchorage Aerofuel

Mr. Davis explained that he was representing Anchorage Aerofuel. Anchorage Aerofuel is interested in leasing Wasilla Airport property for a fueling operation.

C. Frank Kreger of Flyer's Fuel

Mr. Kreger said that he is interested in leasing Wasilla Airport property for a fueling operation.

SWEARING-IN CEREMONY

Julius Moor, new Commissioner was sworn in by Mayor Stein.

6. PUBLIC HEARING

None.

7. UNFINISHED BUSINESS

A. Airport Street Names

Chairman Kohring submitted a list of potential street names for the new airport. The Commissioners agreed that the names should be cleared by Marilyn McGuire of the Borough and presented at the meeting of 1-28-92 for a final decision.

B. Television Coverage of Meetings

The Commissioners agreed that they were not in favor of television coverage of the meetings as of this time.

C. Junk/Junk Yard Definitions.

Motion/Second: Hartrick/Pfeifer

To recommend adoption of Resolution 91-05A as amended.

Passed unanimously.

8. NEW BUSINESS

A. Airport Lease Applications

Bear Air

Motion/Second: Dollerhide/Wicker

To recommend approval of airport lease application from Bear Air.

Passed unanimously.

Anchorage Aerofuel

Motion/Second: Pfeifer/Tapscott

To recommend approval of Anchorage Aerofuel's airport lease application contingent upon receiving a business plan and a construction schedule.

Passed unanimously.

Flyer's Fuel

Motion/Second: Dollerhide/Pfeifer

To recommend approval of Flyer's Fuel's airport lease application contingent upon elimination of Item 9 of their lease application and elimination of reference to the awning.

Passed unanimously.

9. STAFF REPORT

Mayor Stein reported that a training I.L.S. has been proposed for the new Wasilla Airport by The Alaska Aviation Safety Foundation. Mayor Stein has initiated an inquiry to state and federal aviation officials on the possibility of an FAA operated I.L.S. installation at the airport along with the paving in 1995. This would be a big boon to the new airport.

Mayor Stein stated that the City is back to working with Gilfilian Engineering on the recirculating granular refiltering system. A proposal will go back to the Council on 1-27-92 and the engineering issue will hopefully be settled. In addition, the City has been communicating with the EPA as they finalize their response to our appeal for our request for funding. The administration has offered to go to Seattle to explain our position and to help them understand the analysis of the data.

Mayor Stein said the Council did approve the resolution requesting delegation of the planning powers to Wasilla. The Mayor has asked Don Moore, Manager of the Borough, for assistance in putting together a budget and to provide information on how much money the Borough will supply for planning use.

Mayor Stein reported that there is interest in creating a museum department for the City. This ordinance will be up for adoption on 1-27-92.

Mayor Stein requests the Neighborhood Paving Projects be placed on the WP&UC agenda for the meeting on 1-28-92.

Bob Harris requests that all persons leave the documents pertaining to the Airport leases for the use of the Council to help avoid so much duplication.

10. COMMUNICATIONS

Chairman Kohring reminded the Commissioners of B&B's request for a brief biography for each member.

No further comments were received regarding communications.

11. AUDIENCE COMMENTS

Councilman Erickson requests that the Commissioners write a report on their feelings pro and con toward the transfer of planning powers, answers regarding costs, funding and how funds can be raised.

Councilwoman Hjellen stated that when the planning powers are transferred back to Wasilla that the Commissioners will make all the decisions regarding planning. The Council will only be involved as a Court of Appeals.

Councilman McCarthy wanted to know where there was an Industrial zone in Wasilla. Bob Harris replied that there were at least three areas that are classified Industrial.

12. COMMISSIONERS COMMENTS

Commissioner Tapscott thanked the City for installing the "Childrens Playground" signs by the park. He also thanked the City for helping to decorate Block 7 on Main Street for Christmas.

Commissioners Dollerhide, Wicker and Hartrick welcomed our new Commissioner, Julius Moor.

Commissioner Pfeifer requests that the payment deadline for water and sewer payments be extended from the 15th of the month to the 20th of the month. He feels it is a personal hardship to pay the bills before the 15th as he is paid on the 1st and 15th. He mails his payments on the 15th therefore it is late when it arrives on the 16th or 17th requiring a penalty payment. He wants this item added to the agenda for the meeting on 1-28-92.

13. CHAIRMAN'S COMMENTS

Chairman Kohring stated he will compile a goals plan for for the WP&UC for the next year and will present it at the meeting on 1-28-92.

14. ADJOURNMENT

There being no further business the meeting was adjourned at 9:15 p.m.

APPROVED:

VIC KOHRING, CHAIRMAN

RESPECTFULLY SUBMITTED:

Marilyn L. Stewart
Planning Clerk

APPLICATION

AIRPORT PROPERTY LEASE

(1) Name of Applicant _____
Name of Business ANCHORAGE AEROFUEL, INC.
Phone Number Work 258-3835 Home 248-9496
Mailing Address 3615 West 82nd Avenue
Anchorage, AK 99502

(2) Application is for Lease Lot Number Lot #2

If you will accept other lot(s) please list the number(s)
2nd choice Lot #1. Will consider any lot for airport convenience and pilots.

(3) If applicant is a corporation or partnership, list principals

Name <u>Kenneth A. Johnson</u>	Name <u>Donna L. Johnson</u>
Address <u>3615 West 82nd Avenue</u> <u>Anchorage, AK 99502</u>	Address <u>3615 West 82nd Avenue</u> <u>Anchorage, AK 99502</u>
Phone <u>(907)248-9496</u>	Phone <u>(907)248-9496</u>

Name _____	Name _____
Address _____	Address _____
Phone _____	Phone _____

(4) Describe specific type of business activities to be conducted on the lease property

Aviation refueling with underground tanks and automatic 24 hour
availability.

- (5) Attach a scale drawing of the requested lot and depict the location and size, including heights of any buildings proposed to be constructed or placed on the leased lot.
Note: Some lots have a B.R.L. (Building Restriction Line) beyond which no portion of a building may extend.

See item #6.

Depict the proposed location of sewer and water facilities, if any. Do not plan to have water or sewer facilities on lot.

- (6) Describe the type of structure, the dollar value and type of materials proposed for the structure.

Structure will consist of a small building to cover pumps and computer system. Will construct to conform to Airport regulations. Plan to be submitted after designation of lot. Will be designed for convenience of airport and pilots.

- (7) Date construction is estimated to commence Weather permitting

Date construction is estimated to be complete Approximately 2 months
(Maximum of two years to complete) ~~for completion~~

- (8) Provide a written business plan including capital investments, services to be provided and number of employees.

Installation of EPA approved underground tank with two(2) fuel availability. Will have automatic credit card system for the refueling of aircraft. Employee's will be only for service of tanks and maintenance of computer system.

PROPOSAL FOR LEASE PROPERTY
ON WASILLA AIRPORT

Anchorage Aerofuel, Inc. proposal for the lease lot is a 24 hour, 7 day a week aircraft refueling point. Our immediate plans is to install a 5,000 gallon below or above ground EPA approved tank, with an unmanned credit card pump system. The tank would be installed to meet all EPA and Matinuska Burrow requirements.

This system will enable the customer to use their Master Card, Visa, American Express, Discovery, Tesoro, and Texaco credit cards, any time of the day or night without the assistance of an attendant. This enables us to pass that savings on to the customer. Fuel delivery would be with our own fueling trucks, which means no cartage fee added to the fuel, an added savings to the customer.

A small office to house our necessary computer equipment for the automated fueling system. A purposed pilots lounge with restroom and telephone for the pilots convenience, drawing attached

The estimated cost is approximately \$50,000.00. Construction would begin, weather permitting, as soon as the lease agreement is completed and service to commence June 1. 1992.

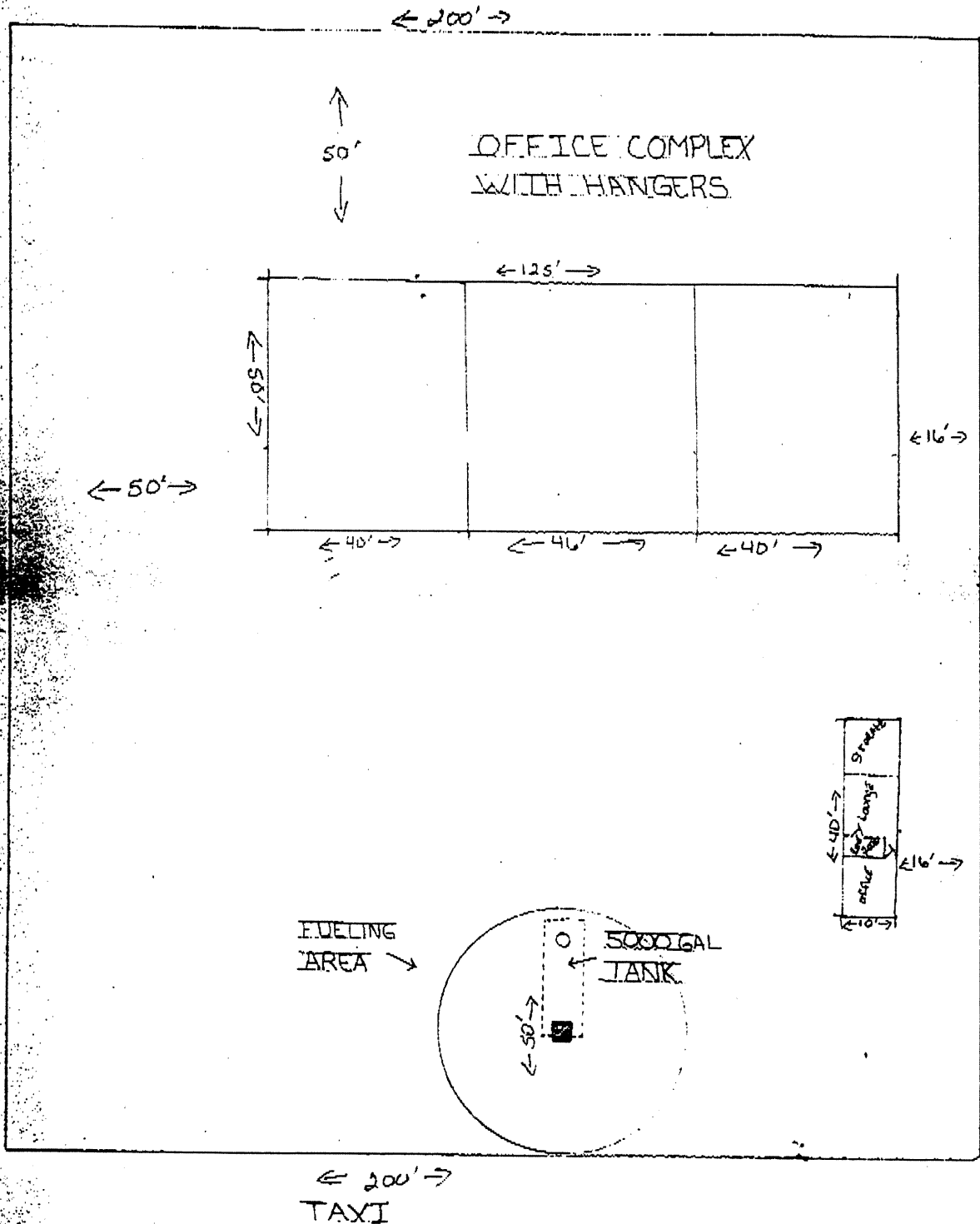
FUTURE PROPOSAL FOR LEASE PROPERTY

Our future plans for this property is to construct and office complex, T hanger combination, drawing attached. This would allow for additional aviation related businesses to rent office space on the airport, (aircraft mechanic, avionics repair, flight schools).

Construction would begin on this project as soon as enough prospective tenants were committed to the location to obtain the necessary financing for the project.

We feel that with our knowledge and experience as an established refuelling service would provide the Wasilla Airport with a quality service that would help generate business to make the airport profitable and desirable location for Alaska's Aviation Community.

Sincerely,
Kenneth A. Johnson
President



1 INCH =
32 FEET

PHASE 2

Subject: Application for Wasilla Airport Lease Property

Date: November 30, 1991

1. Applicant: Sherman W. Bear

Name of Business: Bear Air

Phone Number: Work: (907) 373-3373 Home: Same

Mailing Address: P.O. Box 875493
Wasilla, AK 99687

2. Application is for Lease Lot Number: 9

Other lots in order of preference: 6, 8, 5, 7, 4, 2, 1

3. Not Applicable. Business is a Sole Proprietorship.

4. Business Activities are directly aviation related:

- a. State wide air taxi, charter, nonscheduled, day and night VFR, passengers and cargo.
 - i. Operations will include flight seeing, air trekking, fly out fishing and hunting, and special air tours.
 - ii. Primary aircraft and equipment will include Cessna U-206 on wheels and floats. Skis will be added as justified by demand for winter needs of customers.
- b. Ground school training for students to successfully meet the requirements of the FAA private pilot written exam.
- c. Within 5 years, operations, equipment, and economic return to the community will grow in the following manner:
 - i. two or more aircraft and increased operational and management staff.
 - ii. Expanded ground training facilities to include an instrument simulator.
 - iii. Year around air taxi service to meet the needs of our growing community and expanding tourist industry.
 - iv. \$100,000 worth of services and products purchased to support Bear Air operations annually.

5. Scale drawing of buildings and lot layout is at Attachment 1. Sewer and water facilities are proposed. All plans for improvements will be submitted to the appropriate authorities for compliance and approval before construction.

6. Description of Planned Improvements. Initial construction will include areas for three primary purposes or functions: An office building that will house administration, planning and scheduling operations, storage of supplies, and passenger and cargo handling. One room is included for classroom use. A second area will provide for staff and customer parking. A third area will provide for aircraft maneuvering and parking.
 - a. Office will be constructed on a sonatube and beam foundation. Walls will be made of logs with a sod or wood shingle roof to emphasize the traditional character and history of the region. Interior walls that separate rooms will be standard 2X4 and dry wall construction. Utilities (electric, water, heating, and toilet installations) will meet all code standards.

 - b. Grass will be planted to cover most of the open lot space used for maneuvering and parking aircraft. Tie downs will be constructed with duck bill type anchors that match state and local requirements.

 - c. Vehicle parking areas will be constructed of packed gravel.

 - d. Total estimate costs for initial improvements described above are approximately \$30,000. Log office structure cost estimate was provided by Alaskan Pride of Wasilla.

 - e. Start up financing which includes requirements for this application is detailed in the attached business plan and are basically from two sources: self financing and a bank loan. I expect to have no difficulty acquiring the additional bank financing for this enterprise. The plan is strong and sound, my qualifications are solid in operations and management, and as a veteran, I have been led to believe that my financial plan will receive a favorable review.

7. Planned Construction Dates: Start: May 1992 End: October 1992

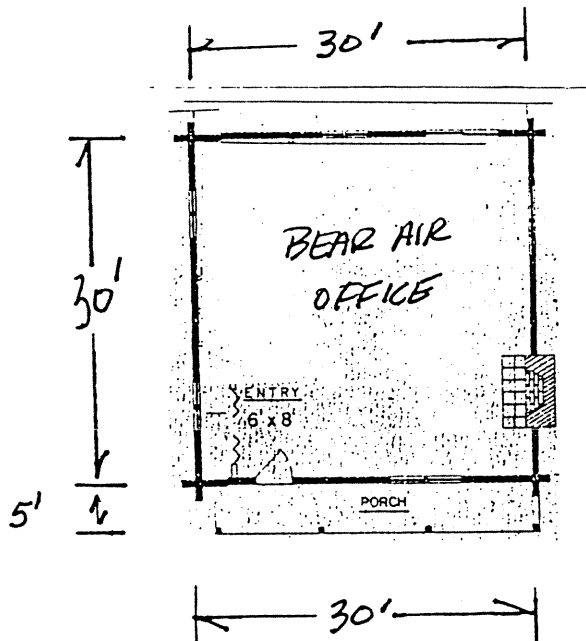
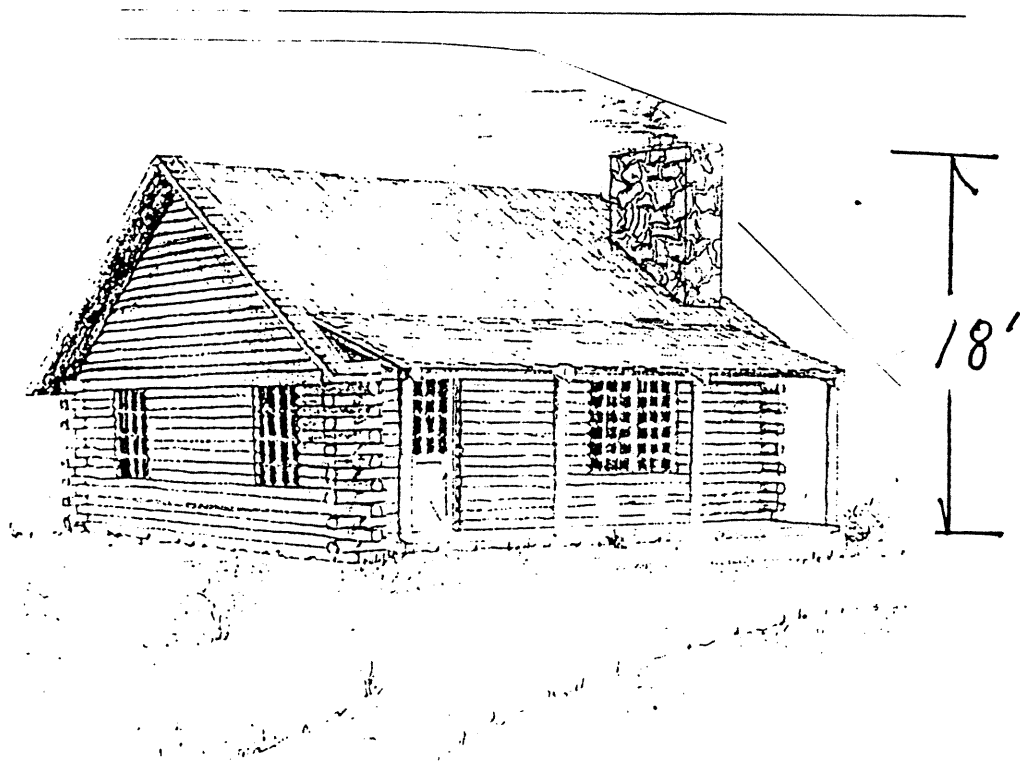
8. Business plan for Bear Air is at Attachment 2.

- a. As shown in the business plan, Bear Air is a licensed and fully insured business activity able to perform the operations intended.
- b. Estimated economic impact to the local businesses and city government in terms of expenditures by Bear Air for needed services to operate approximate \$86,000 each year before expansion of services.
- c. The attached Bear Air business plan contains proprietary information and is not to be copied, shared, or divulged in any way or form without expressed written permission by Sherman W. Bear or Margaret E. Bear.
- d. Permission is granted for a duly selected committee of officials appointed by the City of Wasilla to use the attached Bear Air business plan for the sole purpose of evaluating this application for an airport lease property at the new Wasilla Airport. When that use is terminated and a decision has been made, the attached business plan and any copies or extracts provided or made will be returned to Sherman W. Bear.



Sherman W. Bear
Owner and Chief Pilot
Bear Air

Attachments
1. Drawings
2. Business Plan



CUSTOMER PARKING

WINTER
SNOW
STORAGE

⊗
WATER
WELL

OFFICE

LOADING + PARKING
FOR BEAR AIR
U-206

UNDERGROUND
SEPTIC TANK

← BUILDING
RESTRICTION
LINE

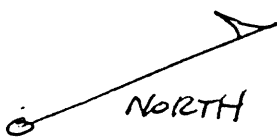
PARKING ROW FOR 3 ACFT

LEASE
LOT
#9

PARKING ROW FOR 3 AIRCRAFT

TAXIWAY D

TAXIWAY B



TO
RUNWAY



ACCESS ROAD

FLYERS' FUEL
P.O. Box 870950
Wasilla, Alaska 99687

3 February 1992

TO: City Council
City of Wasilla
290 E. Herning Avenue
Wasilla, Alaska 99654

RE: A Petition concerning the Wasilla Municipal Airport

THE PETITION: Flyers' Fuel petitions the Council of the City of Wasilla to pass the following resolutions governing the Wasilla Municipal Airport.

1. "Be it resolved that one fuel permit be authorized for the Wasilla Municipal Airport from opening of operations until the vendor has recovered it's capital investment."

2. "Be it resolved that, in the interest of fairness, the City's Attorney reorganize the lease for the Airport Lots to include paragraphs named as follows and that succinctly indicate:

(1) Lessor's Rights--

(2) Lessee's Rights--

(3) Lessor's Responsibilities--

and that Lessor's Responsibilities include surveying and flagging lot boundaries at corners and at 100-foot intervals.

(4) Lessee's Responsibilities--

(5) Attachments--

and that, as a minimum, the attachments to each lease include the current Airport Diagram showing the whole facility and the survey for the particular lot to be leased.

(6) Amendments--

and that the provisions for amendments recognize that a lease is a negotiable document.

(7) Notices--

and that the lease provide a specific name and address, for both Lessor and Lessee, to which notices may be sent."

3. "Be it resolved that Flyers' Fuel's amendments to its Property Lease Application are approved." [Specifics follow.]

AMENDMENTS TO APPLICATION: The Planning Commission excepted two parts to the application--the Lot Layout Diagram and paragraph 9. (A copy of the application is attached as Enclosure 1.)

1. Substitute Lot Layout Diagram dated 3 Feb 1992 (attached as Enclosure 2) for that which was attached to application.

[The Lot Layout Diagram is resubmitted herewith. It has been redesigned to correct the Planning Commission's objection by locating the awning within the Building Restriction Line.]

2. Change deletion of paragraph 9 of application to deletion of paragraph 9b. (Para 9 is on p.4 of Enclosure 1.)

[We cannot agree to the deletion of all of para 9. If the Council acts favorably on the first resolution we are here petition for, deleting para 9b makes good sense. Para 9a, however, remains valid; and at the Planning Commission's meeting, it was agreed reasonable and do-able.]

REASONS TO APPROVE RESOLUTIONS:

1. There are two full-time fuel vendors at the Palmer Airport, and their operations are nip-and-tuck. This petition is not a request for a monopoly. It is a request to be able to resurface from immersion in a significant capital investment. Given the safety and quality-control aspects of aviation fuel handling, it constitutes a most reasonable request.

How strongly do we feel about it? Two fuel vendors have applied. If you fail to act, the City will end up with, at most, one applicant, because we will withdraw.

2. The draft lease does not approach being even-handed. Just read it.

3. The reasons to approve the amendments to the Flyers' Fuel application were covered above under the specific amendments.

BUSINESS BACKGROUND:

David Campbell, educated as an engineer, is the owner of Campbell & Sons, a Wasilla business, with 5 years experience at bulk fuel sales in the Mat-Su Valley, to include aviation gasoline.

Frank Kreger, educated as an engineer, spent 20 years service in the public sector, the US Army. Near the conclusion of his career there, he designed the plan for the activation of the 6th Infantry Division in Alaska, and, once the activation was underway, became the first Operations Officer for the division, in which capacity he was responsible for planning, training, field exercises, and the division's \$22-million-dollar budget.

CONCLUSION: Flyers' Fuel requests that it be granted the single fuel permit for the airport for two reasons: (1) it is a Wasilla business; (2) and, because one of its associates is a 60% disabled veteran, we request the benefit of any disabled/handicapped provision available under current City, Borough, State, or Federal law.


Frank H. Kreger


David E. Campbell

2 enclosures:

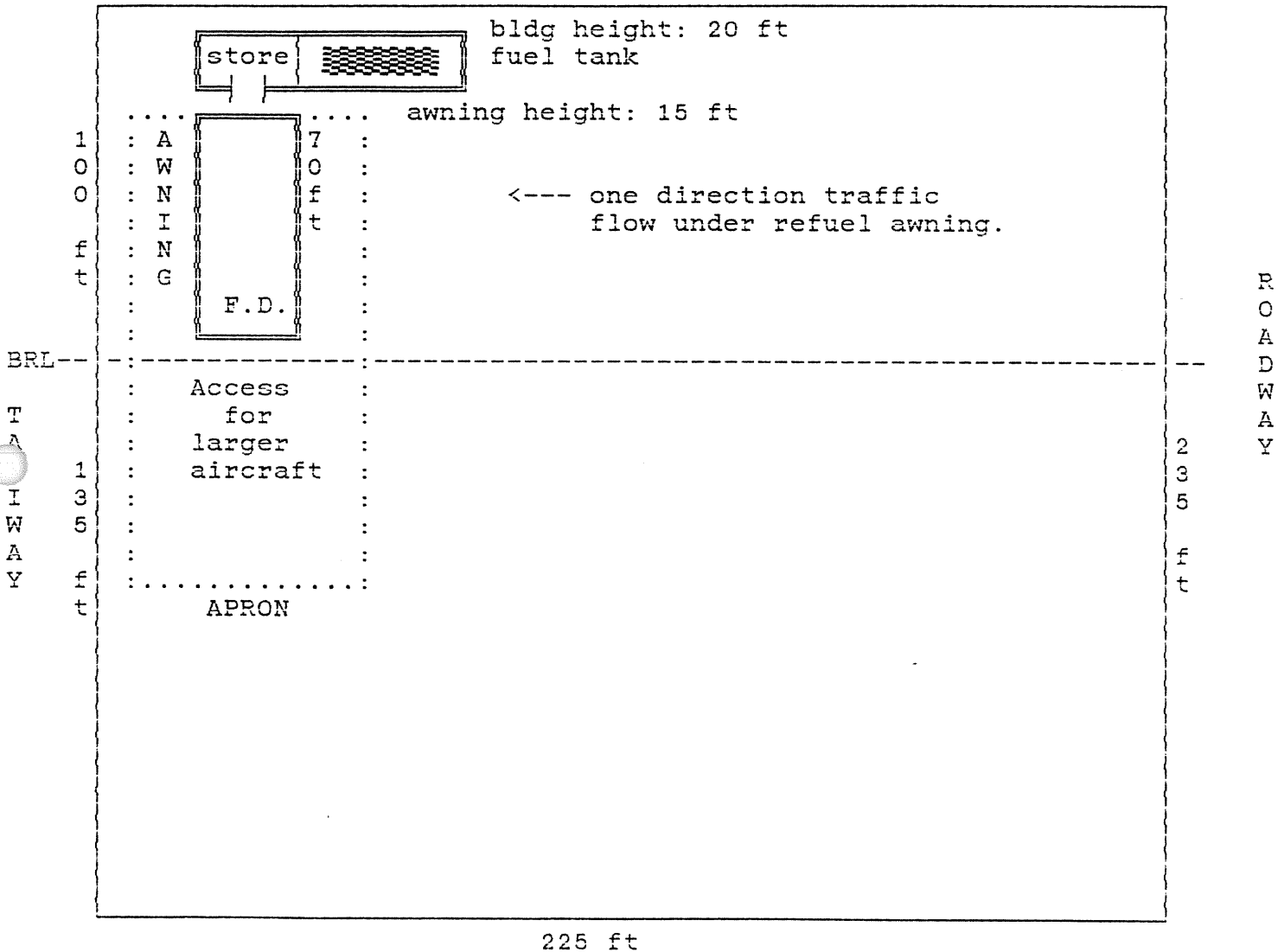
- 1 - Property Lease Application (w/ original Lot Layout Diagram)
- 2 - new Lot Layout Diagram

LOT LAYOUT DIAGRAM

LOT 6, WASILLA MUNICIPAL AIRPORT

Submitter: Flyers' Fuel

3 Feb 92



LEGEND--

- 1. NOT TO SCALE.
- 2. F.D. = fuel dispenser
- 3. BRL = building restriction line

APPLICATION

for
PROPERTY LEASE
at the
WASILLA MUNICIPAL AIRFIELD

TO: City of Wasilla
ATTN: Mayor John Stein
290 E. Herning Ave.
Wasilla, Alaska 99687

1. Name of Applicant Frank H. Kreger
Name of Business Flyers' Fuel
Phone Number Work N/A Home 373-1146
Mailing Address P.O. Box 870950
Wasilla, Alaska 99687

2. Application is for Lease Lot Number six (6)
Another acceptable lot is Lot none

3. Applicant is presently a sole proprietorship but intends to become a corporation, if a lease with the City of Wasilla is consummated and before the start of actual fuel supply operations. In that event, the principals will be:

Frank H. Kreger
P.O. Box 870950
Wasilla, Alaska 99687
373-1146

David E. Campbell
211 E. Parks Highway
Wasilla, Alaska 99687
376-5500

4. Specific types of business activities to be conducted on the leased property will include:

- a. Sale of fuel for airplanes;
- b. Sale of oil for airplanes;
- c. Sale of other miscellaneous non-durable items that would be appropriate for an "airplane gas station"--
e.g., windshield cloths & filters.

From the standpoint of other applicants, it may be fair for the City to know that Flyers' Fuel intends to do NO REPAIR WORK. It will be a gas station, not a repair shop.

5. A drawing of the current conception of the layout of the lot is attached as Enclosure 1. A permanent awning for refueling pilots to drive their aircraft under and thus be better able to prevent rain from becoming mixed with their fuel during their refueling operations will violate the building restriction line with a roof less than 15 feet high. The rest of the lot beyond the BRL will be entirely open for maneuver by refueling aircraft. Sewer and water facilities are not contemplated.

6. Structures currently envisioned being put on the lot are these:

a. A building, the larger portion of which will house the fuel tank (indoors and above ground), and part of which will function as a retail store from which to sell oil and miscellaneous non-durable items.

Dollar value: \$30,000.

Materials: concrete floor, cement block foundation, wood frame & siding & roof, rolled roofing.

Principal additions: The fuel tank will be installed in the building on the concrete floor in a non-permanent, above-ground manner.

b. An awning, which will be a permanent structure for refueling pilots to drive their aircraft under and thus be better able to prevent rain from becoming mixed with their fuel during their refueling operations.

Dollar value: \$5,000.

Materials: vertical superstructure of steel, wood frame for roof, rolled roofing.

Principal additions: The fuel dispenser will be installed under the awning in a non-permanent, above-ground manner.

c. Other items, which are currently envisioned being built on or into the lot, are a blacktop refueling apron and a culvert through which to run the fuel lines that will connect the fuel tank to the fuel dispenser.

7. Flyers' Fuel's commitment to construction of facilities on the leased premises is precisely commensurate with the City of Wasilla's commitment to fill the Airport's assigned aircraft parking spaces and is phased over time to proceed therewith. The phases are not time-templated; they are event-templated. In particular, construction will keep abreast of the number of the 98 (ninety-eight) assigned aircraft parking spaces leased over the latest three-month period, with the lease goals by which each construction phase must be completed lying at 25%, 50%, and 75% respectively. Specifically, intended construction is linked to parking-space rental in the following three phases:

Construction Phase 1--

Time frame: Beginning with the City's assumption of operational control of the Airport and ending with 25 (twenty-five) of the assigned aircraft parking spaces being rented over the then most recent three-month period.

Construction: Preparatory grading of lot, concrete slab, fuel tank, gravel apron in refuel area, fuel dispenser, 1st oil dispenser.

Construction Phase 2--

Time frame: Beginning with 25 (twenty-five) of the assigned aircraft parking spaces being rented over the then most recent three-month period and ending with 50 (fifty) of the assigned aircraft parking spaces being rented over the then most recent three-month period.

Construction: Improvement of lot grading, blacktop apron in refuel area, awning to cover refueling airplanes, 2nd oil dispenser.

Construction Phase 3--

Time frame: Beginning with 50 (fifty) of the assigned aircraft parking spaces being rented over the then most recent three-month period and ending with 75 (seventy-five) of the assigned aircraft parking spaces being rented over the then most recent three-month period.

Construction: Erect building around the fuel tank (building will include a store), halon fire extinguisher unit for building, outfit store with miscellaneous non-durable items, 3rd oil dispenser.

8. A written business plan is attached as Enclosure 2.

9. What the City of Wasilla needs to provide:

a. In order to enable Flyers' Fuel to implement the above phases in consanguinity with tie-down rental, the City of Wasilla will need to agree to instruct the Airport Manager to provide a report at the start of each month specifying the total number of tie-down spaces that were rented for all of the previous month.

b. Although in all of the paraphernalia surrounding development of the Airfield, nowhere have I found in any of the ordinances modifying the Wasilla Municipal Code that, where given the choice, the City would opt for on-airfield aviation support facilities in preference to off-airfield facilities. Yet, if such were not the case, why build the Airfield?

Hence, the City of Wasilla will need to modify the Wasilla Municipal Code 5.30.200.D.1 to cause the \$0.05/gal fee to apply to off-airfield suppliers only and not to suppliers whose operations are located on leased lots on the Airfield, at a much higher capital investment.

After saying that, it would also seem reasonable to incorporate an "on-airfield per-gallon fee" somewhat less than the off-airfield per-gallon fee into the lease, provided that it came into effect after return on investment was completed.

10. Since I am a 60% disabled veteran, and since my total handicapped condition is over 70%--I can show both of these in writing--I request that my application be given the benefit of any disabled/handicapped provision available under current City, Borough, State, or Federal law.

FRANK H. KREGER

2 enclosures:

- 1 - Lot Layout Diagram
- 2 - Business Plan

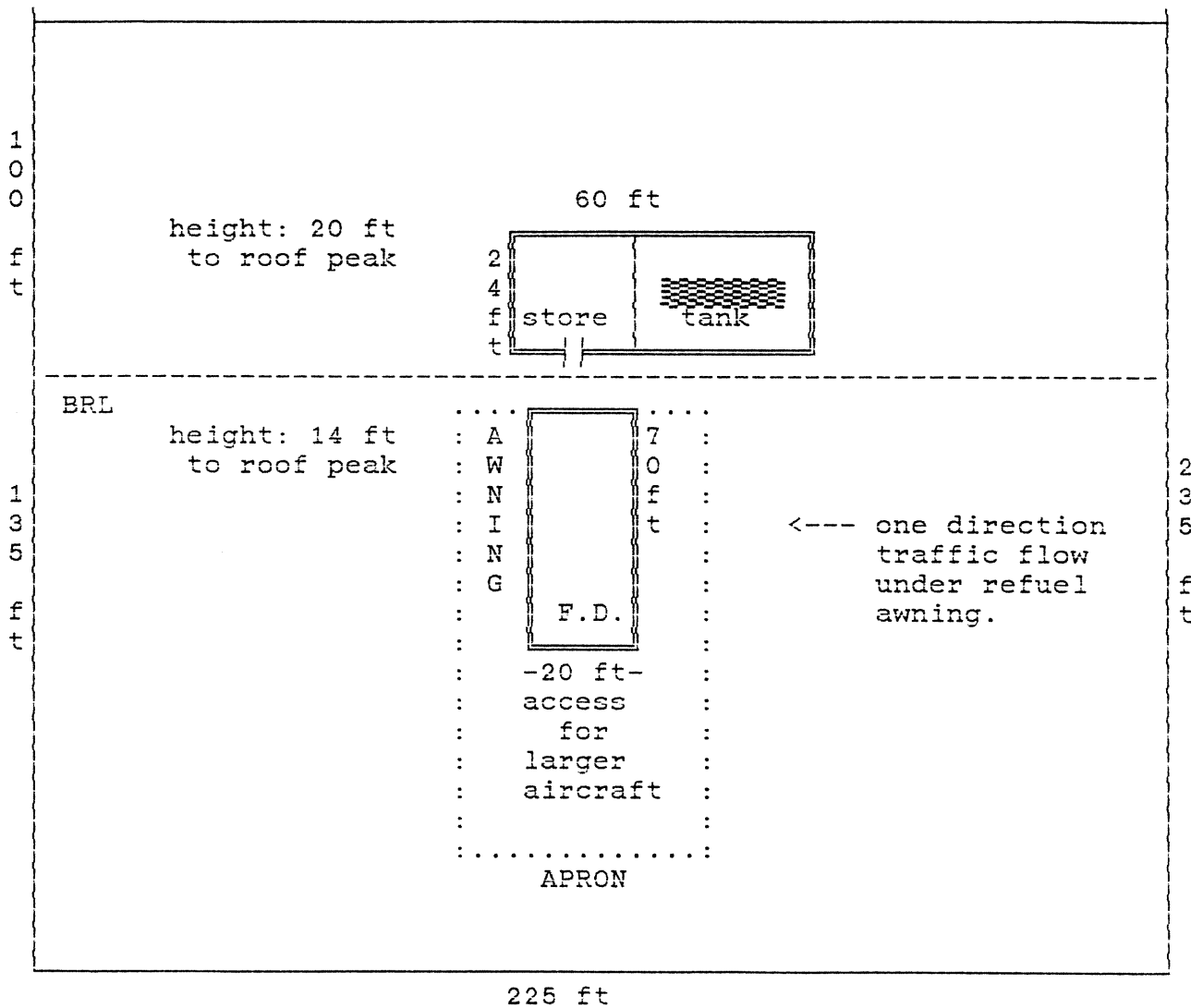
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LOT LAYOUT DIAGRAM

LOT 6, WASILLA MUNICIPAL AIRPORT

Submitter: Flyers' Fuel

12 Nov 91



LEGEND--

1. NOT TO SCALE.
2. F.D. = fuel dispenser
3. BRL = building restriction line

BUSINESS PLAN

for
FLYERS' FUEL
(as of 2 December 1991)

SITUATION: The City of Wasilla, Alaska, says that it will gain operational control of the Wasilla Municipal Airport on or about May 1992.

ASSUMPTIONS:

1. That the information provided by the City with its Application Packet, in return for the \$25.00 filing fee, is complete and accurate and current, which assumption is not limited to, but does include, the following:
 - a. That the diagram depicting the numbers, locations, and boundaries of the taxiways, roads, tie-downs, and lease lots is accurate;
 - b. That the provided portions of the Wasilla Municipal Code are complete and current, specifically:
 - 5.30.010-5.30.300 Wasilla Municipal Airport,
 - 7.16.720 Lease of Airport Lands;
 - c. That any portions of the Wasilla Municipal Code not provided are irrelevant to operations at the Airfield, and neither have effect on such operations now nor, as of this date, are written so as to have an effect in the future.

2. That the Wasilla Municipal Airport, so named in the Code portions cited in para 1b above, and the Wasilla Municipal Airfield, so named in the proposed lease, are, in fact, the same entity,

--AND--

that the City will immediately have its attorney use a single name in all relevant documents so that lessees know who, and what, they are dealing with.

3. That the extremely one-sided lease proposal is a negotiable document. (It is anything but fair. It is so egregiously overbearing in approach that it reads like it came from the US Congress.)

OBJECTIVE: Start an aircraft fuel supply business at Wasilla Municipal Airport.

CONCEPT OF OPERATIONS: The aircraft fuel supply business is to be in the form of a self-service "airplane gas station." Invest the working capital into the business at the outset, in order to initiate and sustain operations. Pay for the on-site construction at the Airport out of proceeds from operations.

EXECUTION:

1. Apply for a lease of the most suitable lot for an aircraft gas station (Lot 6, across from the site of the Airport's tower and snack shop).

2. When the lease is consummated, make Flyers' Fuel an incorporated entity rather than a sole proprietorship.

3. Provide the following services on-site at the Airfield:

- a. sale of fuel
- b. sale of oil
- c. sale of miscellaneous non-durable items

4. Make expanding capital investments as the fuel business expands in conjunction with the increase in occupancy of the Airport's assigned aircraft parking spaces and pay for those investments out of the proceeds of the fuel business.

Construct facilities on the leased premises at a rate that is precisely commensurate with the City of Wasilla's ability to fill the Airport's assigned aircraft parking spaces and is phased to proceed therewith. The phases are not time-templated; they are event-templated.

In particular, construction will keep abreast of the percent of the 98 (ninety-eight) assigned aircraft parking spaces leased over the latest three-month period. Specifically, intended construction is linked to parking-space rental in the following three phases:

Construction Phase 1--

Time frame: Beginning with the City's assumption of operational control of the Airport and ending with 25 (twenty-five) of the assigned aircraft parking spaces being rented over the then most recent three-month period.

Construction:

Preparatory grading of lot	\$ 5,000
Concrete slab	\$10,000
Fuel tank	\$25,000
Gravel apron in refuel area	\$ 2,000
Fuel dispenser	\$10,000
1st oil dispenser	\$ 3,000

Construction Phase 2--

Time frame: Beginning with 25 (twenty-five) of the assigned aircraft parking spaces being rented over the then most recent three-month period and ending with 50 (fifty) of the assigned aircraft parking spaces being rented over the then most recent three-month period.

Construction:

Improvement of lot grading	\$ 3,000
Blacktop apron in refuel area	\$ 4,000
Awning for refueling planes	\$ 5,000
2nd oil dispenser	\$ 3,000

Construction Phase 3--

Time frame: Beginning with 50 (fifty) of the assigned aircraft parking spaces being rented over the then most recent three-month period and ending with 75 (seventy-five) of the assigned aircraft parking spaces being rented over the then most recent three-month period.

Construction:

Build building around the fuel tank (includes a store)	\$25,000
Halon fire extinguisher inside building	\$ 5,000
Outfit store with non-durable items	\$ 5,000
3rd oil dispenser	\$ 3,000

Overhead necessary for all phases, whether located at the Airport or not.

Fuel truck	\$65,000
Office & computer equipment	\$ 8,000
Insurance	\$ 7,000 per year
Working capital	\$20,000

5. It is anticipated that Flyers' Fuel will need approximately six employees--more or less, and some probably part-time--to sustain operations.

Prepared by
Frank Kreger

B. Application to Lease Airport Property.

1. Applications to lease airport property shall be submitted to the Wasilla Planning and Utilities Commission for consideration and recommendation during a regularly scheduled meeting. Eight copies of applications must be received by the City Clerk not less than 10 days prior to a meeting at which the application will be considered.

(a) Applicants shall pay a \$25.00 filing fee with their application. Information required in the application must include as a minimum:

- (1) Name(s), address, phone number of applicant(s).
- (2) Identification of lot for which lease application is made. Alternate lots that would be suitable to the applicant should be identified.
- (3) Specific nature of commercial activity(s) to be conducted on the leased land.
- (4) Scale drawing depicting location of lot in relation to adjoining lots and facilities and dimensions including heights of buildings proposed to be constructed or placed on the leased lot.
- (5) Proposed location of sewer and water facilities.
- (6) The proposed use, dollar value, and type of materials proposed for structures.
- (7) The date construction is estimated to commence and estimated date of completion (maximum of two years).
- (8) Written business plan including investments, services, and number of employees.

(b) The Planning and Utilities Commission may hear an applicant's presentation and responses to commissioner questions. The Commission may recommend to City Council that an application for lease of airport lands be approved, denied, or approved with specific changes or conditions. The Commission's recommendation will be in the form of a formal motion and recorded in the minutes.

3. The Commission's recommendations and the development plan will be forwarded to the Airport Manager or his designee for review and preparation for consideration by the City Council.

(a) The Airport Manager shall determine if any administrative costs will be incurred prior to consummation of the lease and will estimate the total amount of those costs. Potential costs may be in the nature of surveying, subdividing, replatting, appraisals, legal, administrative or other costs.

(b) Prior to review of the application by Council, the applicant shall deposit with the City an amount equal to the estimated costs as provided in paragraph a above. Upon execution of the lease, any funds remaining shall be returned to the applicant. Costs incurred in excess of the deposit must be paid prior to execution of a lease. Funds will not be expended until City Council approves the application, after which any funds expended to meet conditions or requirements to consummate the lease shall not be returned to the applicant, regardless whether or not the lease is consummated.

4. The City Council will review the application and the recommendation of the Planning and Utilities Commission within 45 days following the Commission's recommendation, or receipt by the City of the deposit required in paragraph 3 above, whichever is later. In the event a deposit is required but not received within 15 days after notification to the applicant of the amount of deposit required, the application may be considered to have been withdrawn and shall not be reviewed by Council.

5. The City Council reserves the right to accept, reject or modify a development plan and lease proposal and by formal motion may authorize the Mayor to enter into a lease agreement with an applicant for lease of airport lands. Council may direct that specific terms or conditions be included as part of the lease agreement. The authorization of Council for the Mayor to enter into a lease agreement is not to be construed as a consummation of a lease agreement with an applicant, but is approval for the Mayor to negotiate and finalize the terms of an agreement which shall include the specific directions of Council, if any, prior to consummating a lease agreement.

(a) An applicant may appear before the City Council during consideration of the application. The applicant will have an opportunity to state any disagreement he may have with the recommendations of the Planning and Utilities Commission. Council approval to enter into a lease agreement is not binding until a written lease, including an appendix containing provisions of the development plan and revisions and conditions, is signed by the applicant and by the authorized City representative.

(b) In the event that the City Council does not approve an application, any unused deposits made to the City as required herein shall be returned. Any re-submittal by the same applicant will be processed as a new

application.

(c) In the event that, for any reason, the proposed lease is not consummated within six (6) months of Council authorization to enter into a lease, the application and any unused deposit monies shall be returned to the applicant, unless the applicant and the Airport Manager agree in writing to a 90-day extension to complete any actions necessary to finalize and sign the lease agreement.

C. Bidding Procedures. As an exception to the procedure in B above, the City Council may designate a specific lot or lots to be made available for lease for a general or specific development through a sealed bid procedure and may include a minimum lease amount for any bid submitted. Sealed bids may be received offering one-time premiums in addition to the established minimum lease rate. Award to the highest bidder shall be subject to review and approval by the City Council. The City Council reserves the right to reject any and all bids.

D. Leased Land Utilization. Lands leased under the provisions of this chapter shall be utilized for purposes stated in the terms of the lease and in conformity with City and Borough ordinances. Use or development for other than approved uses shall constitute a violation of the lease and subject the lease to cancellation. Failure to substantially complete the development plan of the land, consistent with the proposed use and terms of the lease shall be grounds for cancellation of the lease.

E. Payment of Rent. Rent shall be pro-rated until July 1 and paid in advance and thereafter shall be paid annually and due July 1 of each year. If the equivalent monthly payment exceeds \$200, the Lessee may make advance installment payments of the annual lease amount on a quarterly basis.

F. Subleasing or Assignments. No lessee may sublease or assign the airport lands leased by him without Council approval. Any approved assignment or sublease shall be in writing and shall be subject to the terms and conditions of the original lease. Any approvals required of the Council shall not be unreasonably denied.

G. Financing-Rights of Mortgagee or Lienholder.

1. As described below, upon the occurrence of certain conditions, the lessee may be entitled to enter into a financial arrangement whereby the lessee mortgages, grants a deed of trust title to, or grants a security assignment of the leasehold so as to secure the promise of repayment of a loan. Hereinafter, the concept of a mortgage, transfer of title by deed of trust, or creation of a security assignment

shall be generally referred to as a "security assignment". If the conditions by which a security assignment is allowed have been fulfilled and if the holder of such a security assignment shall give the City, before any default shall have occurred in the lease, a written notice containing the name and post office address of such security assignee, the City shall thereafter give to such holder a copy of each notice of default by the lessee at the same time as any notice of default shall be given to the lessee. Further, the City will provide notice to the security assignee in the event that the lessee and the City enter into any modification of the lease or in the event that the City and the lessee mutually agree to surrender possession of the leasehold.

2. In the event that the conditions have been fulfilled allowing a security assignment of the leasehold, to be described below, a security assignee who exercises his rights of foreclosure or assignment of the leasehold shall be subrogated to the position of the lessee. More specifically, the security assignee, upon foreclosure of the security or upon assignment of the lease, shall be entitled to all the rights and shall be further subject to all the duties, covenants, and conditions of the lease agreement, including the duty to cure and/or satisfy any payment, arrearages, and/or defaults created by the lessee prior to foreclosure or assignment.

3. For the purpose of interim or permanent financing or re-financing of the improvements to be placed upon the leased premises and for no other purpose, a lessee, upon giving written notice of the intent to create a security assignment to the City of Wasilla, may encumber by mortgage, deed of trust, security assignment or other equivalent instrument, the lessee's interest in the leasehold estate as described in the written lease agreement. However, the right to so encumber the leasehold estate of the lessee may not occur until and unless the conditions described in this paragraph have been fulfilled. The conditions of the right to enter into such a security assignment are as follows:

(a) The security assignment shall provide that the encumbrance pertains only to such leasehold estate and does not relate or pertain to or create any interest in the City's title to the real property which is the subject of the leasehold estate. That is, the encumbrance shall be limited to the improvements located upon the realty and/or the business enterprise conducted in relationship to such permanent improvements and/or the personal property or accounts owned by the lessee and located upon or within the improvements constructed

on the leasehold real property.

(b) The security assignment shall provide that the security assignee shall acquire the lessee's interest in such leasehold estate and shall be subject to the terms of the lease, including the duty to cure any then existing defaults, in the event of a sale under said security assignment pursuant to a foreclosure, deed of trust sale, transfer in lieu of foreclosure or sale, or through settlement of any pending or contemplated foreclosure or sale action.

(c) In the event that the security assignee has taken action to acquire the leasehold estate from the lessee, the security assignee shall not be entitled to assign its interest in the leasehold estate to a new lessee unless and until a written consent of the City of Wasilla has been obtained. However, the City shall not unreasonably withhold consent to the substitution of a new lessee by the security assignee in the event that the new lessee assumes, in writing, all of the covenants and conditions required to be performed by the preceding lessee and further providing that all payment arrearages and defaults have been fully paid and/or cured prior to the substitution of a new lessee. Any loan entered into between the new lessee and the security assignee shall be subject to the requirements of this ordinance in the event that this loan is to be secured by the leasehold estate. In the event that the security assignee proposes a new lessee, subject to the consent of the City, and if the security assignee asserts that the City is unreasonably withholding its consent to any such proposed assignment, such dispute shall be resolved, pursuant to the terms of this ordinance and the lease agreement, by arbitration in accordance with arbitration procedures mutually agreed upon between the security assignee and the City or, in the event that such procedures cannot be mutually agreed upon, then according to the procedures established by the American Arbitration Association effective as of the time of the dispute.

4. The terms of this subparagraph are intended to deal with those circumstances where no foreclosure or sale action pursuant to the security assignment has taken place, but a default exists resulting in the City's action of terminating the leasehold estate of the lessee and obtaining repossession of the property. If, by reason of any default of the lessee, either the lease or any extension thereof shall be determined and/or repossessed by the City prior to the stated expiration

of such lease, the City may (if the security assignee desires) enter into a new lease with the security assignee for the remainder of the term, effective as of the date of the termination of the prior lease and/or repossession of the property by the City. In the event of such a desire by the security assignee, the new lease with the security assignee shall be subject to the following conditions:

(a) The security assignee shall make written request to the City for such a new lease. In the event of such a written request by the security assignee, it is fully understood that the City may simultaneously negotiate with or seek a lessee other than the security assignee.

(b) The security assignee shall pay to the City, at or prior to the execution and delivery of the new lease agreement, any and all past arrearages and/or cure any prior defaults related to the pre-existing lease. Such payments and/or cures shall include, but shall not be limited to, reasonable expenses, including actual legal costs and attorney's fees to which the City may have been subjected by reason of the prior actions or inactions of the former lessee.

The security assignee shall, on or before the execution and delivery of the new lease, perform all other conditions required to be performed by the former lessee to the extent that the former lessee shall have failed to perform such conditions.

H. Warranty. The City, by entering into a lease of airport land or by land classification expressly does not warrant that the land is ideally suited for the use authorized under said classification or lease, and no guaranty is given or implied that it shall be profitable to employ the land to said use. The City shall bear no responsibility for any water erosion of land. (Ord. 91-02 §3 1991)

CHECKLIST: REVIEW APPLICATION FOR ALL REQUIRED ITEMS

- 1. FILING FEE RECEIVED
- 2. ID OF LOT DESIRED AND ALTERNATES
- 3. NAME(S), ADDRESS, PHONE NUMBER OF APPLICANT(S)
- 4. SPECIFIC NATURE OF COMMERCIAL ACTIVITY(S) EXPLAINED
- 5. SCALE DRAWING DEPICTING LOCATION OF
 - A. LOT RELATIVE TO OTHERS
 - B. DIMENSIONS AND HEIGHT
- 6. LOCATION OF SEWER AND WATER FACILITIES
- 7. DESCRIPTION OF IMPROVEMENTS
 - A. USE OR PURPOSE
 - B. COST OR DOLLAR VALUE
 - C. TYPE MATERIALS FOR CONSTRUCTION
- 8. CONSTRUCTION START AND COMPLETION DATES
- 9. WRITTEN BUSINESS PLAN
 - A. INVESTMENTS
 - B. SERVICES
 - C. NUMBER OF EMPLOYEES

CIRCUIT EVALUATION WORKSHEET: CIRCLE AND ENTER SCORE IN BOX TO THE RIGHT

1. PURPOSE OF LEASE

SCORE

SPECIFIC,
FOCUSED

NOT DETERMINED,
VAGUE

5

4

3

2

1

2. AVIATION RELATED BUSINESS

DIRECTLY
RELATED

SUPPLEMENTS
AV BUSINESS

NOT
RELATED

5

4

3

2

1

3. DESCRIPTION OF COMMERCIAL ACTIVITIES

CLEAR,
SPECIFIC

UNDECIDED

5

4

3

2

1

4. IMPROVEMENTS TO BE CONSTRUCTED

A. USE OR PURPOSE (ADMIN, SCHEDULING, MAINT, TRAINING, STORAGE, ETC.)

B. COST ESTIMATES

CONTRACTOR
ESTIMATES,
VERIFIABLE

LOGICAL,
PERSONAL
ESTIMATES

UNKNOWN, NOT
SUBSTANTIATED

5

4

3

2

1

C. NATURE OR TYPE (OFFICE, PARKING LOT, HANGAR, ETC.)

D. TYPE CONSTRUCTION *(SEE NOTE LAST PAGE)

MEETS CODE
STANDARDS

DOES NOT
MEET STANDARDS

5

4

3

2

0

5. SCALE DRAWINGS

CLEAR, ACCURATE,
EASILY UNDERSTOOD

INCOMPLETE,
INACCURATE

5

4

3

2

1

6. CONSTRUCTION PLAN

A. SCHEDULE

DEFINED, REALISTIC,
SUPPORTABLE

OPTIMISTIC

UNREALISTIC,
NO SCHEDULE

5

4

3

2

1

B. EVALUATOR'S LEVEL OF CONFIDENCE FOR COMPLETION

HIGH,
ACHIEVABLE

POSSIBLE

DOUBTFUL

5

4

3

2

1

7. METHOD OF FINANCING

SELF FINANCING
BANK LOAN

PRIVATE LOAN
OTHER

ADEQUATE RESOURCES
GUARANTEED

FINANCIALLY INSECURE,
AVAILABILITY OF RESOURCES
DOUBTFUL

5

4

3

2

1

8. PROJECTED REVENUES

DETAILED
FINANCIAL PLAN

UNKNOWN,
VAGUE

5

4

3

2

1

9. RISK ASSESSMENT *(SEE NOTE LAST PAGE)

LEGAL OPERATION, INSURED,
MIN RISK TO CITY, STRONG MGT

UNKNOWN RISK, NO INSURANCE
PLAN OR RISK ASSESSMENT

5 4 3 2 0

10. OVERALL EVALUATION

5 4 3 2 1

TOTAL SCORE: ENTER AT RIGHT AND ON PAGE 1

* NOTE: CATEGORIES GRADED "0" ARE CAUSE FOR REJECTION OF APPLICATION REGARDLESS OF TOTAL SCORE UNTIL STANDARDS ARE MET.

target uses described above.

Ideally, the airport should accommodate wheels, skis and floats. Willow is the only competitive airfield with this capacity. Wasilla would have the advantage of being more centrally located to a larger population base. The draft Land Use Plan recommends the addition of a winter ski runway paralleling the existing runway, plus road access and float plane docking facilities on Jacobsen lake.

We offer the following guidelines as the Planning & Utilities Commission reviews proposals for lease lots. The long-term goal is to develop the Wasilla airfield as a multi-use, full-facility airfield. Lease lot pricing, incentive and development policies should be oriented to attracting and retaining a set of complimentary commercial businesses.

Leasing airport space is similar to leasing space in a shopping mall - success or failure depends upon attracting an "anchor" establishment. The following list of general aviation anchors is shown in order of priority:

- o Aircraft fuel supplies - to be provided as close as possible to both permanent and transient parking areas;
- o Aircraft Maintenance and Repair - to include mechanical, engine overhaul and aircraft painting and upholstery;
- o Air taxi services - charter, rental, lease;
- o Flight Training Schools;
- o Aircraft equipment, parts and supplies (retail);

These recommendations reflect input from previous surveys, analysis of established aviation-related business types at competitive airports and our professional judgments as pilots and consumers. Two general conclusions: 1) aircraft fuel supply is a fundamental need, and 2) aircraft maintenance and repair, and air taxi operations are best bets as anchor businesses.

Restaurant and Coffee Shop

While technically a non-aviation related business, sit-down coffee shops are popular attractions at many airports and are normally provided in aircraft terminals and waiting areas. If permitted under FAA guidelines, a coffee shop or restaurant should be encouraged.

Table 7-2 is a listing of aviation-related businesses in the Matanuska-Susitna, Birchwood, Chugiak vicinity. This basically comprises the pool of businesses from which the new Wasilla airport is most likely to draw lease lot interest. At least sixteen aviation-related businesses are shown from the Wasilla area. About half of these provide aircraft servicing and maintenance.

Leasing Prices

Leasing prices should be carefully evaluated. The City is proposing lease rates substantially higher than those offered by competitors. In addition, other airports have unused lease lot capacity. Unless special amenities or incentives are provided, Wasilla may not be competitive at the proposed rates.

Tie-Down Spaces

Airport Facilities Needs Assessment

This section examines community facilities and utility needs associated with the new airport. Initially, electric power has been provided to the lease lot area and for runway, taxiway and perimeter flood lighting. Water and sewer must be provided for on-site.

Aviation Fuel Service

Access to a reliable fuel supply is critical, especially for attracting and retaining transient traffic. The first choice is an on-field operator with manned pumps or truck service. Operators should be required to maintain a 24-hour a day fueling capacity by supplying a credit card pumping station.

Security

Providing effective airport security measures is extremely important to aircraft owners and pilots. If the Wasilla airport can market and deliver effective security for the parking apron areas, a competitive edge will be gained over many other local airfields. Unfortunately, the City has limited resources at present. Without a municipal police department, the City is limited to contracting for part-time security forces. DOT&PF has constructed four apron flood lights for 24-hour illumination of the parking apron, but the area is neither fenced, nor gated.

24-Hour Per Day Personal Amenities

The City must move quickly and decisively to provide customer services which will attract and retain business. Basic amenities which are essential, but often not available, include:

- o public telephones;
- o restrooms;
- o a shuttle or taxi service to and from town;
- o working change machine;
- o visitor information;
- o snack and beverage machines

Locally-crafted wooden signage (e.g. "Welcome to Wasilla", etc.) would provide employment opportunities for local artisans, and create an authentic character for an otherwise sterile airfield. All these uses could be provided on the City's lease lot, or made part of a leasing package to a fixed-base operator.

Wash Rack Facilities

At a minimum, the City or an operator should provide a water source and long hoses close to the tie-down and transient parking areas to enable pilots to wash their aircraft. Ideally, a taxi-thru aircraft wash rack should be provided.

Access

Highway access to the airport is from the Parks Highway via Rocky Ridge Road and Neuser Drive. This access involves driving about four miles west on the Parks Highway and negotiating a high-speed left turn (without a turn lane) onto Rocky Ridge Road. There is currently no direct access between the airport and downtown Wasilla. While adequate for initial use of the airport, a safe and convenient road access to downtown is an important future transportation need. In addition, there is no road access from the Knik Goose Bay Road, except for driving through Wasilla.

The Transportation Plan supports two new access roads to the airport: Church Road would be extended across the Alaska Railroad mainline and west to the airport. DOT&PF estimates this option at \$1.45 million. Mack Road would be