

OMB Contract Review

Contract Name	Airline Operating and Use Agreement with Swoop, Inc. for the operation of scheduled commercial air service at St. Pete-Clearwater International Airport				
File #	21-2053A	Contract #	n/a	Date:	10/8/2021

Mark all Applicable Boxes:

Type of Contract									
CIP		Grant		Other	X	Revenue		Project	

Contract information:

New Contract (Y/N)	Yes	Original Contract Amount	\$128,682.00 Projected revenue (FY22 through FY26)
Fund(s)	4001	Amount of Change	
Cost Center(s)	100200	Contract Amount	
Program(s)	2027	Amount Available	\$2,105,300 (FY22 Total for all airlines)
Account(s)	3441101 - Airline	Included in Applicable Budget? (Y/N)	Yes; FY22 Budget
Fiscal Year(s)	FY22-26		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

Execution of this contract allows Swoop, Inc. to operate at PIE for a period of five years, with an additional one year renewal option. The contract is anticipated to generate total revenues of \$128,682 from FY22 through FY26 for airline landing fees, terminal service facility fees, jetbridge fees, passenger screening fees, exclusive use counters, and fuel flowage fees. The landing fees, terminal facility fees, and passenger screening fees are waived for the first two years only. The revenue projection is calculated with the assumption of a 75% load factor of the 13,041 annual total available seats, the revenue can vary depending on the actual load factor.

Analyst: Krishna Gandhi

Ok to Sign: