

MINUTES OF REGULAR MEETING
OF THE
WALKER FIELD AIRPORT BOARD
HELD APRIL 22, 1968, GRAND JUNCTION, COLORADO

Chairman Ed Lamm called the meeting to order at 3:00 P. M.

Board members present were as follows: Paul Heidel, Ed Lamm, Clyde Lowe, Ed McCormack, and Ray Meacham. Also present were Gus Byrom, Bill Anderies, Mike Griffin, Dick Gray, Bill Manchester, Paul Walker, Dick Stranger, and Jack Treese.

Mr. Mike Griffin of APCOA presented a preliminary proposal as follows:

Due to your growth pattern over the past year, APCOA of ITT Consumer Services Corporation, is now in a position to present you with a revised proposal for the creation of a complete paid parking service at Walker Field. This proposal is tailored to meet the special physical and service requirements of your Airport. The providing of these parking services will not only increase Airport revenue, but it will give the public a paved, protected, and lighted facility.

The following constitutes APCOA's revised proposal:

1. APCOA will spend an amount of \$25,000 to improve the parking area. This will include paving, lighting, stripping, signing and parking control equipment.
2. Upon the completion of the improvements, APCOA will operate the facility calling for the highest quality of service to the public. APCOA's uniformed attendants will be trained and disciplined in the performance of their duties. All courtesies will be afforded the public.
3. APCOA will keep the premises of the parking facility in a clean and sanitary condition, (including snow removal) and will comply with all applicable laws and ordinances.
4. APCOA will protect all vehicles which are parked within the installation on a twenty-four (24) hour per day basis.
5. The posted schedule of rates for the use of the facility will be:

To one hour 25¢
Each additional hour
or part thereof 10¢

Maximum per each 24
hours \$1.25

6. In the event it becomes desirable to institute a validation program for the terminal restaurant customers, APCOA will negotiate a program mutually acceptable to all parties concerned.
7. No changes in the schedules of rates will be made without having first received the prior approval of yourself and the Airport Board.
8. As rental consideration for a ten (10) year lease, APCOA agrees to pay the Airport a guaranteed annual minimum, as follows:

1st year	\$3,600.00	6th year	\$ 6,000.00
2nd year	\$3,600.00	7th year	\$10,000.00
3rd year	\$3,600.00	8th year	\$10,000.00
4th year	\$6,000.00	9th year	\$10,000.00
5th year	\$6,000.00	10th year	\$10,000.00

or, APCOA agrees to pay the following percentages on gross parking income, whichever is greater:

- A) 10% of that portion of the gross annual receipts in excess of \$0.00 per annum, but not in excess of \$40,000, plus
- B) 25% of that portion of the gross annual receipts in excess of \$40,000 per annum, but not in excess of \$60,000.
- C) 40% of that portion of the gross annual receipts in excess of \$60,000 per annum, but not in excess of \$80,000.
- D) 60% of that portion of the gross annual receipts in excess of \$100,000 per annum,

whichever is greater.

The lease of the parking services would be for a period of ten (10) years commencing with the date the facility is open for business. When a new terminal is constructed elsewhere on Airport premises, APCOA would reserve the right to be located within a comparable, parking facility within the new terminal area. In this respect, APCOA would be willing to negotiate an additional amount of capital investment, to be provided by APCOA at the time the new terminal parking area is developed. In the event, that within

the ten (10) year lease period, APCOA's lease is not continued in the new terminal area, the City of Grand Junction would agree to reimburse APCOA for the unamortized balance of capital investment.

9. APCOA will, of course, at its own expense, and at all times during the term of the lease, secure public liability and property damage insurance to cover the operation of the parking services. In addition, the lease would provide that APCOA would have the exclusive parking privileges on the Airport and the Airport would agree to prudently enforce parking restrictions.

I know you are aware that APCOA is considered the largest Airport Parking concession within and out of the country. I am enclosing several copies of our latest business report for your review.

We welcome the opportunity of joining with the City of Grand Junction in furnishing of this new service at the Airport.

A discussion was had on the advisability of fencing the parking area. Mr. Griffin felt that fencing wouldn't be necessary.

There followed a discussion of the parking situation at the airport. No conclusions were reached.

Board adjourned at 4:05 P. M.

Edwin S. Lamm, Chairman

W. J. Anderies, Secretary