

ONTARIO INTERNATIONAL AIRPORT AUTHORITY

COMMISSION AGENDA – REGULAR MEETING



February 22, 2024, AT 2:00 P.M.

MEETING WILL BE A HYBRID MEETING HELD IN PERSON AND BY TELECONFERENCE

Teleconference will be held for President Wapner, whom will be teleconferencing from the Las Vegas City Hall, City Clerk’s Office, 495 S. Main Street, 2nd Floor, Las Vegas, NV.

To dial in, call: Zoom: (669) 900-6833 or (253) 215-8782 – Webinar/Meeting ID: 884 9781 0807 – Passcode: 338335

Ontario International Airport Authority Administration Offices
1923 East Avion Street, Room 100, Ontario, CA 91761

Live YouTube Streaming for Listening Only: <https://www.youtube.com/@flyont/streams>

ALAN D. WAPNER
President

RONALD O. LOVERIDGE
Vice President

JIM W. BOWMAN
Secretary

CURT HAGMAN
Commissioner

JULIA GOUW
Commissioner

ATIF ELKADI
Chief Executive Officer

LORI D. BALLANCE
General Counsel

KIM SNOW
Interim Treasurer

NORMA I. ALLEY, MMC
Board Clerk/Assistant Secretary

THIS MEETING WILL BE HELD VIA IN PERSON AND TELECONFERENCE

The Ontario International Airport Authority (OIAA) Commission Meeting is being conducted as a hybrid in person and teleconference. Members of the public may utilize alternative measures established by OIAA to view the meetings and/or to address the Commission members. Please see participation instructions below.

To dial in, call: Zoom: (669) 900-6833 or (253) 215-8782 – Webinar/Meeting ID: 884 9781 0807 – Passcode: 338335

ANY MEMBERS OF THE PUBLIC WISHING TO PROVIDE PUBLIC COMMENT MAY DO SO AS FOLLOWS:

LIVE VIA TELEPHONE: You may call (669) 900-6833 or (253) 215-8782 the day of the meeting to speak during the meeting. Comments will be limited to 3 minutes.

E-MAIL: You may submit public comments by e-mail to publiccomment@flyontario.com no later than 4:00 p.m. the day before the meeting. Please identify the Agenda item you wish to address in your comments. All e-mail comments will be included in the meeting record.

MAIL: You may mail in public comments to the OIAA Clerk’s Office at 1923 E. Avion St., Ontario, CA 91761. Comments by mail must be received no later than 12:00 p.m. the day before the meeting. Postmarks are not accepted. All written comments will be included in the meeting record.

Any members of the public who require special assistance or reasonable accommodation to participate telephonically in the meeting may contact the Board Clerk at (909) 544-5307 or clerk@flyontario.com. Sign language interpreters, communication access real-time transcription, assistive listening devices, or other auxiliary aids and/or services may be provided upon request. To ensure availability, you are advised to make your request at least 72 hours prior to the meeting you wish to attend. Due to difficulties in securing Sign Language Interpreters, five or more business days’ notice is strongly recommended.

WELCOME TO A MEETING OF THE ONTARIO INTERNATIONAL AIRPORT AUTHORITY

- All documents for public review are on file at the Ontario International Airport Administration Offices located at 1923 E. Avion Street, Ontario, CA 91761.
- This meeting is streamed live from our YouTube channel at <https://www.youtube.com/@flyont/streams>. Streaming will be for listening only and not participation. Public Comments will be taken by email or in-person only. This is a pilot stream, so errors and bugs may occur. If you have any issues, feel free to email clerk@flyontario.com for resolution after the meeting.
- Anyone wishing to speak during public comment, or on an agenda item, will be required to fill out a Request to Address Card (blue slip). Blue slips must be turned in prior to public comment beginning or before an agenda item is taken up. The Secretary/Assistant Secretary will not accept blue slips after that time.
- You may submit public comments by e-mail to publiccomment@flyontario.com no later than 4:00 p.m. the day before the meeting. Please identify the Agenda item you wish to address in your comments. All e-mail comments will be included in the meeting record.
- Comments will be limited to 3 minutes. Speakers will be alerted when their time is up and no further comments will be permitted. Speakers are then to return to their seats.
- In accordance with State Law, remarks during public comment are to be limited to subjects within the Authority's jurisdiction. Remarks on other agenda items will be limited to those items.
- Remarks from those seated or standing in the back of the Board Room will not be permitted. All those wishing to speak, including Commissioners and Staff, need to be recognized by the Authority President before speaking.
- Sign language interpreters, communication access real-time transcription, assistive listening devices, or other auxiliary aids and/or services may be provided upon request. To ensure availability, you are advised to make your request at least 72 hours prior to the meeting you wish to attend. Due to difficulties in securing Sign Language Interpreters, five or more business days' notice is strongly recommended. Any members of the public who require special assistance or a reasonable accommodation to participate may contact the Board Clerk at (909) 544-5307 or clerk@flyontario.com.

CALL TO ORDER (OPEN SESSION)

ROLL CALL

Loveridge, Bowman, Hagman, Gouw, President Wapner

PLEDGE OF ALLEGIANCE

AGENDA REVIEW/ANNOUNCEMENTS

The Chief Executive Officer will go over all updated materials and correspondence received after the Agenda was distributed to ensure Commissioners have received them.

1. INFORMATION RELATIVE TO POSSIBLE CONFLICT OF INTEREST

Agenda item contractors, subcontractors and agents may require member abstentions due to conflict of interests and financial interests. Commission Member abstentions shall be stated under this item for recordation on the appropriate item.

PUBLIC COMMENTS

The Public Comment portion of the Commission meeting is limited to a maximum of 3 minutes for each Public Comment. Under provisions of the Brown Act, the Commission is prohibited from taking action on oral requests.

CONSENT CALENDAR

All matters listed under CONSENT CALENDAR will be enacted by one motion in the form listed below. There will be no separate discussion on these items prior to the time Commission votes on them, unless a member of the Commission requests a specific item be removed from the Consent Calendar for a separate vote.

Each member of the public wishing to address the Commission on items listed on the Consent Calendar will be given a total of 3 minutes.

2. APPROVAL OF MINUTES

Approve minutes for the OIAA meeting on January 25, 2024.

3. CASH DISBURSEMENT REPORT (BILLS/PAYROLL)

Receive and file the Cash Disbursement Report (Bills/Payroll) for the month ended January 31, 2024.

4. COMMISSIONER’S STIPENDS AS REQUIRED BY AUTHORITY BYLAWS

Approve additional stipends per Article IV, Section 6 of the Authority’s Bylaws for President Alan Wapner for the month of January, 2024.

5. FISCAL YEAR 2023-2024 FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED DECEMBER 31, 2023

Receive and file financial statements for the six months ended December 31, 2023.

6. INVESTMENT REPORT FOR THE YEAR ENDED JUNE 30, 2023

Receive and file the Investment Report for the six months ended December 31, 2023.

7. CONTRACT AMENDMENT WITH PMG ADVISORY, LLC., (PASLAY MANAGEMENT GROUP) FOR STAFF AUGMENTATION FOR THE REVENUE MANAGEMENT DIVISION

Authorize the Chief Executive Officer (CEO) to execute an amendment to the PMG Advisory, LLC., (Paslay Group) Contract No. SCONT-000622 to increase the contract amount by \$100,000 for additional services focusing on the concessions program.

8. PROFESSIONAL SERVICES AGREEMENT WITH OSSI NA, LLC, FOR TECHNOLOGY INTEGRATION SERVICES

Authorize the Chief Executive Officer (CEO) to negotiate and execute a one (1) year Professional Services Agreement with OSSI NA, LLC (OSSI) for Technology Integration Services at the Ontario International Airport (ONT) for a sum up to \$500,000 over a one (1) year term.

9. RENTAL CAR CONCESSION AND LEASE AGREEMENTS

Authorize the Chief Executive Officer (CEO) to negotiate and execute a five (5) year Concession and Lease Agreement(s) with the Rental Car Companies (RACs).

10. CONTRACT AMENDMENT WITH COFFMAN SPECIALTIES, INC. FOR EMERGENCY TAXIWAY DRAINAGE REPAIR

Authorize the Chief Executive Officer (CEO) to execute a contract amendment with Coffman Specialties, Inc. (Coffman) to provide emergency repair of a collapsed and deteriorated drainage pipe from Taxilane G to Taxiway N to increase the contract amount by \$500,000.

CEO REPORT

Executive Office

COMMISSION MATTERS

President Wapner

Vice President Loveridge

Secretary Bowman

Commissioner Hagman

Commissioner Gouw

ADJOURNMENT

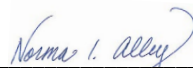
AFFIDAVIT OF POSTING

I, Norma I. Alley, MMC, Board Clerk of the Ontario International Airport Authority (OIAA), do hereby declare under penalty of perjury that the foregoing agenda has been posted at the administrative office and on the OIAA website in compliance to the Brown Act.

Date Posted: February 16, 2024

Posted Prior To: 2:00 P.M.

Signature:



Norma I. Alley, MMC

Ontario International Airport Authority Board Clerk

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MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: AGENDA REVIEW/ANNOUNCEMENTS

SUBJECT: RELATIVE POSSIBLE CONFLICT OF INTEREST

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Declare Conflict of Interest pertaining to agenda items and contractors and/or subcontractors, which may require member abstentions due to possible conflicts of interest.

FISCAL IMPACT SUMMARY: N/A

BACKGROUND: In accordance with California Government Code 84308, members of the Ontario International Airport Authority may not participate in any action concerning a contract where they have received a campaign contribution of more than \$250 in the prior twelve (12) months and from an entity or individual if the member knows or has reason to know that the participant has a financial interest, except for the initial award of a competitively bid public works contract. This agenda contains recommendations for action relative to the following contractors:

Item No	Principals & Agents	Subcontractors
07	PMG Advisory, LLC (a.k.a. Paslay Management Group)	<ul style="list-style-type: none">None
08	OSSI NA, LLC	<ul style="list-style-type: none">None
10	Coffman Specialties, Inc.	<ul style="list-style-type: none">None

PROCUREMENT: N/A

CEQA COMPLIANCE AND LAND USE APPROVALS: N/A

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

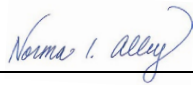
SCHEDULE: N/A

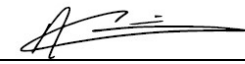
ATTACHMENTS: N/A

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Norma I. Alley, MMC

Originating Dept.: Clerk's Office

Director Review: 

Chief Review: 

CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

The Agenda Report references the terms and conditions of the recommended actions and request for approval. Any document(s) referred to herein, which are not attached or posted online, may be reviewed prior to or following scheduled Commission meetings in the Office of the Clerk of the Board. Office hours are 8:30 a.m. to 5:00 p.m., Monday through Friday, although these hours and review procedures may be modified. In that case, the documents may be requested by email at clerk@flyontario.com.

BOARD DISPOSITION: Approved Denied Continued to _____



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: APPROVAL OF MINUTES

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Approve minutes for the OIAA Board of Commissioners meeting on January 25, 2024.

FISCAL IMPACT SUMMARY: N/A

BACKGROUND: The OIAA Board of Commission held a public meeting and minutes were recorded in text. In accordance with OIAA’s Records Retention Schedule, the OIAA must preserve these historical records in hard copy form for permanent retention.

PROCUREMENT: N/A

CEQA COMPLIANCE AND LAND USE APPROVALS: N/A

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

SCHEDULE: N/A


ATTACHMENTS:


1. Minutes


STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Norma I. Alley, MMC, Board Clerk

Originating Dept.: Clerk's Office

Director Review: 

Chief Review: 

CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

The Agenda Report references the terms and conditions of the recommended actions and request for approval. Any document(s) referred to herein, which are not attached or posted online, may be reviewed prior to or following scheduled Commission meetings in the Office of the Clerk of the Board. Office hours are 8:30 a.m. to 5:00 p.m., Monday through Friday, although these hours and review procedures may be modified. In that case, the documents may be requested by email at clerk@flyontario.com.

BOARD DISPOSITION: Approved Denied Continued to _____

ONTARIO INTERNATIONAL AIRPORT AUTHORITY
COMMISSION SPECIAL MEETING
MINUTES
JANUARY 25, 2024

CALL TO ORDER

President Wapner called the Ontario International Airport Authority Commission meeting to order at 1:53 p.m.

ROLL CALL

COMMISSIONERS:

PRESENT: Jim W. Bowman, Julia Gouw, Curt Hagman, and Alan D. Wapner
Ronald D. Loveridge joined at 1:57 p.m.

A quorum of the Board of Commissioners was present.

STAFF:

Chief Executive Officer Atif Elkadi	General Counsel Lori D. Ballance
Board Clerk/Assistant Secretary Norma I. Alley, MMC	Assistant General Counsel Kevin P. Sullivan
Chief Revenue Management Officer Elisa Grey	

PLEDGE OF ALLEGIANCE

The Pledge of Allegiance was performed.

AGENDA REVIEW/ANNOUNCEMENTS

1. INFORMATION RELATIVE TO POSSIBLE CONFLICT OF INTEREST

No conflicts of interests were declared.

CLOSED SESSION

PUBLIC COMMENT ON CLOSED SESSION

President Wapner called for public comment. Seeing no one come forward, he closed public comment.

CLOSED SESSION

- GC § 54956.8: CONFERENCE WITH REAL PROPERTY NEGOTIATORS
Property: ONT Property
Agency Negotiator: OIAA General Counsel's Office
Under Negotiation: Use and Lease Agreement

President Wapner recessed the open session and called the closed session to order at 1:54 p.m. The open session reconvened at 2:14 p.m.

REPORT ON CLOSED SESSION

President Wapner announced there was no reportable action.

ADJOURNMENT

President Wapner adjourned the Ontario International Airport Authority Board of Commissioners Meeting at 2:14 p.m.

RESPECTFULLY SUBMITTED:

APPROVED:

NORMA I. ALLEY, MMC, BOARD CLERK

DR. RONALD O. LOVERIDGE, VICE PRESIDENT

ONTARIO INTERNATIONAL AIRPORT AUTHORITY
COMMISSION REGULAR MEETING
MINUTES
JANUARY 25, 2024

CALL TO ORDER

President Wapner called the Ontario International Airport Authority Commission meeting to order at 2:14 p.m.

ROLL CALL

COMMISSIONERS:

PRESENT: Jim W. Bowman, Julia Gouw, Curt Hagman, Ronald D. Loveridge, and Alan D. Wapner

A quorum of the Board of Commissioners was present.

STAFF:

Chief Executive Officer Atif Elkadi

General Counsel Lori D. Ballance

Board Clerk/Assistant Secretary Norma I. Alley, MMC

PLEDGE OF ALLEGIANCE

The Pledge of Allegiance was not performed.

CLOSED SESSION

This item was heard out of order.

PUBLIC COMMENT ON CLOSED SESSION

President Wapner called for public comment. Seeing no one come forward, he closed public comment.

CLOSED SESSION

- GC § 54956.8: CONFERENCE WITH REAL PROPERTY NEGOTIATORS
Property: Portions of Airport Property
Agency Negotiator: OIAA General Counsel's Office
Under Negotiation: Contract Documents

President Wapner recessed the open session and called the closed session to order at 2:14 p.m. The open session was reconvened at 2:26 p.m.

REPORT ON CLOSED SESSION

President Wapner announced there was no reportable action.

AGENDA REVIEW/ANNOUNCEMENTS

1. INFORMATION RELATIVE TO POSSIBLE CONFLICT OF INTEREST

No conflicts of interests were declared.

CLOSED SESSION

This item was heard out of order.

PUBLIC COMMENT ON CLOSED SESSION

CLOSED SESSION

- GC § 54956.8: CONFERENCE WITH REAL PROPERTY NEGOTIATORS
Property: Portions of Airport Property
Agency Negotiator: OIAA General Counsel's Office
Under Negotiation: Contract Documents

REPORT ON CLOSED SESSION

PUBLIC COMMENT

President Wapner called for public comment.

Mr. Richard Sherman spoke on additional public outreach regarding commission meetings and airplane noise.

Mr. Marcell McMillian spoke on Uber and Lyft drivers needs at the airport.

Mr. Jesse Friesen spoke on excessive airplane noise.

Seeing no further comments, President Wapner closed public comment.

CONSENT CALENDAR

2. APPROVAL OF MINUTES

Approved minutes for the OIAA Board of Commissioners meeting on December 21, 2023.

3. CASH DISBURSEMENT REPORT (BILLS/PAYROLL)

Received and filed the Cash Disbursement Report (Bills/Payroll) for the month ended December 31, 2023.

4. COMMISSIONER'S STIPENDS AS REQUIRED BY AUTHORITY BYLAWS

Approved additional stipends per Article IV, Section 6 of the Authority's Bylaws for President Wapner for the month of December, 2023.

5. CONTRACT AMENDMENT WITH KDG CONSTRUCTION FOR CONSULTING SERVICES FOR PROJECT MANAGEMENT AND CONSTRUCTION MANAGEMENT

Authorized the Chief Executive Officer (CEO) to execute an amendment to the contract with KDG Construction Consulting for the second contract year, for Project Management and Construction Management (PMCM) Services in the amount of \$10,960,000.00.

MOTION: Moved by Commissioner Hagman, seconded by Commissioner Gouw, to approve the Consent Calendar. Motion carried by a unanimous vote.

ADMINISTRATIVE DISCUSSION/ACTION/REPORT

6. REVISIONS AND MODIFICATIONS TO THE ONTARIO INTERNATIONAL AIRPORT AUTHORITY BYLAWS

Approved a resolution adopting amendments to the Ontario International Airport Authority Bylaws.

RESOLUTION NO. 2024-01

A RESOLUTION OF THE ONTARIO INTERNATIONAL AIRPORT AUTHORITY APPROVING REVISIONS AND MODIFICATIONS TO THE AUTHORITY BYLAWS

Chief Executive Officer Elkadi presented the staff report and fielded questions from the Board.

President Wapner called for public comment. Seeing no one come forward, he closed public comment.

MOTION: Moved by Commissioner Hagman, seconded by Secretary Bowman, to approve Resolution No. 2024-01. Motion carried by a unanimous vote.

Commissioner Hagman requested staff look into future bylaws amendment regarding an annual election of officers.

MANAGEMENT REPORT

Chief Executive Officer Elkadi provided updates on general airport matters, accompanied by a PowerPoint, and fielded questions from the Commissioners.

COMMISSIONER MATTERS

There were no Commission matters reported.

ADJOURNMENT

President Wapner adjourned the Ontario International Airport Authority Board of Commissioners Meeting at 2:45 p.m.

RESPECTFULLY SUBMITTED:

APPROVED:

NORMA I. ALLEY, MMC, BOARD CLERK

DR. RONALD O. LOVERIDGE, VICE PRESIDENT



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: CASH DISBURSEMENT REPORT (BILLS/PAYROLL)

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Receive and file the Cash Disbursement Report (Bills/Payroll) for the month ended January 31, 2024.

FISCAL IMPACT SUMMARY: The funding is approved in the Fiscal Year 2023-2024 budget.

BACKGROUND: Fiscal Year Financial Performance: In June 2023, the OIAA Board of Commissioners adopted an operating budget that is driven by strong aviation activity and financial performance realized by OIAA in FYE 2023. The operating budget was developed from OIAA goals and objectives and includes significant increases in resources to meet current and expected near term growth.

PROCUREMENT: N/A

CEQA COMPLIANCE AND LAND USE APPROVALS: N/A

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

SCHEDULE: N/A

ATTACHMENTS:

1. Cash Disbursement Report (Bills/Payroll) for the month ended January 31, 2024.

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Director of Finance Kim Snow

Originating Dept.: Financial Accounting and Reporting

Director Review: *Kim Snow*

Chief Review: N/A

CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

The Agenda Report references the terms and conditions of the recommended actions and request for approval. Any document(s) referred to herein, which are not attached or posted online, may be reviewed prior to or following scheduled Commission meetings in the Office of the Clerk of the Board. Office hours are 8:30 a.m. to 5:00 p.m., Monday through Friday, although these hours and review procedures may be modified. In that case, the documents may be requested by email at clerk@flyontario.com.

BOARD DISPOSITION: Approved Denied Continued to _____



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: APPROVAL OF COMMISSIONER'S STIPENDS AS REQUIRED BY AUTHORITY BYLAWS

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Approve additional stipends per Article IV, Section 6 of the Authority's Bylaws for President Wapner for the month of January 2024.

FISCAL IMPACT SUMMARY: OIAA operating revenue.

BACKGROUND: Article IV, Section 6 of the Authority's Bylaws states as follows:

"No salary: Reimbursement for Expenses; Stipends. The members of the Commission shall receive no salary but shall be reimbursed for necessary expenses (including mileage in accordance with standard IRS mileage reimbursement rates) incurred in the performance of their duties. Additionally, Commissioners will receive a stipend in the amount of one hundred fifty dollars (\$150.00) for attendance at each Commission meeting, standing committee meeting, ad hoc committee meeting, and any Authority-related business function. A maximum of six (6) stipends are permitted per month. An additional two (2) stipends are permitted with prior approval of the President. More than eight (8) stipends per month will require approval by the full Commission."

During the month of January 2024, President Wapner attended seventeen (17) additional Authority-related business functions. Full Commission approval is needed to approve payment of these additional stipends.

PROCUREMENT: N/A

CEQA COMPLIANCE AND LAND USE APPROVALS: N/A

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

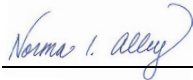
SCHEDULE: N/A


ATTACHMENTS: N/A

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Executive Office Staff

Originating Dept.: Executive Office

Director Review: 

Chief Review: 

CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

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BOARD DISPOSITION: Approved Denied Continued to _____



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: FISCAL YEAR 2023-2024 FINANCIAL STATEMENTS (UNAUDITED) FOR THE SIX MONTHS ENDED DECEMBER 31, 2023

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Receive and file financial statements (unaudited) for the six months ended December 31, 2023.

FISCAL IMPACT SUMMARY: The OIAA's increase in net position excluding capital contributions was favorable to budget by \$12M (134.4%). This was primarily the result of favorable variances compared to budget in operating revenues of \$7.2M (12.6%) and operating expenses of \$3.4M (6.8%). The favorable operating expense variance was primarily driven by a lag in ramping up operations, and related costs compared to planned activities.

BACKGROUND: Aviation Activity and Financial Statements: In June 2023, the OIAA Board of Commissioners adopted an operating budget that is driven by strong aviation activity and financial performance realized by OIAA in FYE 2023. The operating budget was developed from OIAA goals and objectives and includes significant increases in resources to meet current and expected near term growth.

The attached financial statements reflect these industry and economic conditions, as well as the OIAA's efforts to meet these conditions.

Aviation Activity: Aviation activity is measured predominately as a function of commercial enplanements and landed weights as these activities act as direct and indirect drivers of most operating revenues for the Airport.

Enplanements are a measurement exclusive to passenger carriers, and directly and indirectly impact all concession revenues, Passenger Facility Charge (PFC) revenues, and Customer Facility Charge (CFC) revenues. Enplanements for the six months ended December 31, 2023 totaled 1.7M, which exceeded the budgeted amount by 135K (8.6%). Enplanements for the six months ended December 31, 2023 were 175K (11.4%) higher than the same period in the prior fiscal year.

Landed weight (in thousand-pound units) for the six months ended December 31, 2023 totaled 4.2M, which was unfavorable to budget by 262K (5.8%). Landed weight for the six months ended December 31, 2023 was 199K (4.5%) lower than the same period in the prior fiscal year. The unfavorable budget variance for the six months ended December 31, 2023, and the decrease in landed weight over the same period in the prior fiscal year was due to a decrease in cargo activity offset by an increase in passenger activity. Passenger landed weight for the

six months ended December 31, 2023 exceeded the budget by 230K (13.1%) and was 266K (15.5%) higher than the same period in the prior fiscal year. Cargo landed weight for the six months ended December 31, 2023 was unfavorable to budget by 492K (17.9%) and was 465K (17.1%) lower than the same period in the prior fiscal year.

Financial Results Compared to Budget for the Six Months Ended December 31, 2023

Operating Revenues: For the six months ended December 31, 2023, operating revenues were favorable to budget by \$7.2M (12.6%). This was the result of net favorable variances in aeronautical and nonaeronautical revenues.

Aeronautical revenues were favorable to budget by \$1.9M (7.5%). Airline terminal rent was favorable to budget by \$686K (8.8%), which was primarily the result a new airline agreement with New Pacific Airlines. Facilities and land rent was favorable to budget by \$1.1M (18%), which was primarily the result of additional rents earned by the OIAA during peak season. Airline fees were favorable to budget by \$503K (15.8%), which was primarily the result of increased passenger operations and additional revenue received for contract services. Landing fees were unfavorable to budget by \$398K (4.8%), which was primarily the result of decreased cargo landed weight.

Nonaeronautical revenues were favorable to budget by \$5.3M (16.8%). Non-airline terminal rent was favorable to budget by \$23K (3.3%). Facilities and land rent was unfavorable to budget by \$18K (2.7%). Parking and ground transportation revenues of \$20.3M were favorable to budget by \$1.9M (10.1%), which was primarily the result of increased passenger parking activity. Total concession revenues of \$7.9M were unfavorable to budget by \$352K (4.3%). Other concessions revenue was favorable to budget by \$264K (51.6%), which primarily consists of advertising revenues. Gifts and news revenue was flat to budget. Concession revenue unfavorable variances include rental car revenues of \$437K (8.5%) and food and beverage revenues of \$188K (12.2%). The unfavorable variance in food and beverage revenues was primarily the result of delays in opening new food and beverage concessions. Operating grants of \$6.7M were favorable to budget by \$3.4M (104.5%), which was primarily the result of the OIAA submissions for grant reimbursements of American Rescue Plan Act of 2021 (ARPA) during the six months ended December 31, 2023. The total ARPA grant awarded to OIAA was \$24.8M. The OIAA recognized \$6.6M of ARPA grant funds for the six months ended December 31, 2023 and the OIAA has a \$11.7M balance in grant funds remaining.

Operating Expenses: Total operating expenses of \$47.1M were favorable to budget by \$3.4M (6.8%), which was primarily the result of a lag in ramping up operations, and related costs compared to planned activities. Favorable operating expense variances include personnel of \$591K (7.1%), public safety of \$285K (2.4%), contractual services of \$1.8M (9.1%), insurance and administration of \$44K (4.5%), materials and supplies of \$361K (26.7%), and other operating expenses of \$392K (8.4%). Other operating expenses primarily consist of advertising and promotion, training and conferences, and public relations. The favorable operating expense variances are offset by an unfavorable operating expense variance in telecommunications and utilities of \$62K (1.7%). This is primarily the result of increased utility rates and increased temperatures during the summer and fall seasons.

Nonoperating Revenues and Expenses: Net nonoperating revenues were favorable to budget by \$2M (31.2%). Higher-than-expected passenger carrier activity resulted in PFC revenues favorable to budget by \$201K (3.1%) and CFC revenues favorable to budget by \$30K (1.7%). Net investment income was favorable to budget by \$1.7M (688.9%). The net investment income is associated with an unanticipated unrealized gain from the OIAA's investment in the California Treasury Local Agency Investment Fund (LAIF) and higher-than-expected interest returns. Unrealized gains and losses are attributable to temporary changes in market conditions.

Financial Results Compared to Prior Six Months Ended December 31, 2022

Operating Revenues: For the six months ended December 31, 2023, operating revenues exceeded the same period in the prior fiscal year by 12.5M (24.3%). This was the result of favorable variances in aeronautical and nonaeronautical revenues, including operating grants.

Aeronautical revenues exceeded the same period in the prior fiscal year by \$1.5M (5.6%). There were favorable variances in all aeronautical revenue categories. Landing fees increased by \$571K (7.8%). Airline terminal rent increased by \$431K (5.4%). Facilities and land rent increased by \$50K (0.7%). Airline fees increased by \$398K (12.1%).

Nonaeronautical revenues exceeded the same period in the prior fiscal year by \$11.1M (43.2%). Non-airline terminal rent increased by \$48K (6.8%). Facilities and land rent decreased by \$101K (13.9%). Parking and ground transportation revenues of \$20.3M increased by \$4.0M (24.2%), which was primarily the result of increased passenger parking activity. Total concession revenues of \$7.9M increased by \$905K (12.9%). Concession revenue increases include food and beverage revenues of 739K (119.7%), gifts and news revenues of \$115K (11.6%) and other concessions revenue of \$123K (18.9%). Concession revenue favorable variances were offset by an unfavorable variance in rental car revenues of \$72K (1.5%). Operating grants increased by \$6.5M compared to the same period in the prior fiscal year. This is primarily due to ARPA draws that were made earlier in the current fiscal year compared to the prior fiscal year. Grant revenues can vary from year to year depending on grant funds awarded to the OIAA.

Operating Expenses: For the six months ended December 31, 2023, total operating expenses of \$47.1M exceeded the same period in the prior fiscal year by \$8.7M (22.6%). The increase in operating expenses is primarily the result of an overall increase in operations and planned capital projects compared to the same period in the prior fiscal year, resulting in an increase in contractual services of \$3.9M (27.4%). There was also an increase in new staff positions resulting in an increase in personnel expenses of \$2.1M (36.0%). Other operating expense increases include public safety of \$977K (9.4%), insurance and administration of \$56K (6.4%), materials and supplies of \$576K (139.5%), telecommunications and utilities of \$285K (8.3%), and other operating expenses of \$852K (24.9%).

Nonoperating Revenues and Expenses: Net nonoperating revenues exceeded the same period in the prior fiscal year by \$2.7M (47.5%). Higher-than-expected passenger carrier activity resulted in PFC revenues increasing by \$554K (9.1%). CFC revenues increased by \$156K (9.5%). Interest expense decreased by \$71K (3.3%) as a result of the OIAA paying down existing debt service. Net investment income increased by \$1.9M (1,859.7%). The net investment income is associated with an unanticipated unrealized gain from the OIAA's investment in the California Treasury Local Agency Investment Fund (LAIF) and higher-than-expected interest returns. Unrealized gains and losses are attributable to temporary changes in market conditions.

Capital contributions of \$11.4M exceeded the same period in the prior fiscal year by \$9.0M (362.9%). Capital contributions can vary from year to year.

PROCUREMENT: N/A

CEQA COMPLIANCE AND LAND USE APPROVALS: N/A

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: The financial results provide additional resources for the OIAA to respond to increased passenger activity.

SCHEDULE: N/A

ATTACHMENTS:

1. OIAA Financial Statements (Unaudited) for the six months ended December 31, 2023.

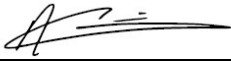
STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Director of Finance Kim Snow

Originating Dept.: Financial Accounting and Reporting

Director Review: Kim Snow

Chief Review: N/A

CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

The Agenda Report references the terms and conditions of the recommended actions and request for approval. Any document(s) referred to herein, which are not attached or posted online, may be reviewed prior to or following scheduled Commission meetings in the Office of the Clerk of the Board. Office hours are 8:30 a.m. to 5:00 p.m., Monday through Friday, although these hours and review procedures may be modified. In that case, the documents may be requested by email at clerk@flyontario.com.

BOARD DISPOSITION: Approved Denied Continued to _____

FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED
DECEMBER 31, 2023 AND 2022

ONTARIO INTERNATIONAL AIRPORT AUTHORITY



ONTARIO INTERNATIONAL AIRPORT AUTHORITY
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ONTARIO INTERNATIONAL AIRPORT AUTHORITY
STATEMENTS OF NET POSITION (UNAUDITED)
DECEMBER 31, 2023 AND 2022

	2023	2022
ASSETS		
Current Assets:		
Unrestricted Assets:		
Cash and Cash Equivalents	\$ 71,553,306	\$ 67,391,708
Accounts Receivable, Net of Allowance for Doubtful Accounts of \$756,750 and \$455,825 as of December 31, 2023 and 2022, Respectively	10,221,946	14,337,971
Grants Receivable	9,134,801	10,544,843
Leases Receivable – Current	622,472	622,472
Interest Receivable	340,904	172,249
Prepaid Expenses	4,202,766	3,483,309
Total Unrestricted Current Assets	96,076,195	96,552,552
Restricted Assets:		
Cash and Cash Equivalents	67,951,875	81,044,089
Accounts Receivable	2,246,944	1,766,621
Total Restricted Current Assets	70,198,819	82,810,710
Total Current Assets	166,275,014	179,363,262
Noncurrent Assets:		
Leases Receivable – Noncurrent	3,274,500	3,274,500
Capital Assets:		
Not Depreciated or Amortized	105,352,483	106,151,271
Depreciated and Amortized, Net of Accumulated Depreciation and Amortization of \$39,782,043 and \$30,636,284 as of December 31, 2023 and 2022, Respectively	116,873,892	66,131,144
Net Capital Assets	222,226,375	172,282,415
Total Noncurrent Assets	225,500,875	175,556,915
TOTAL ASSETS	\$ 391,775,889	\$ 354,920,177

ONTARIO INTERNATIONAL AIRPORT AUTHORITY
STATEMENTS OF NET POSITION (UNAUDITED) – CONTINUED
DECEMBER 31, 2023 AND 2022

	2023	2022
LIABILITIES		
Current Liabilities:		
Payable From Unrestricted Assets:		
Accounts Payable	\$ 6,578,866	\$ 10,885,808
Accrued Expenses	9,210,774	8,335,993
Accrued Payroll and Vacation	1,542,839	1,199,395
Accrued Interest	457,697	481,644
Customer Deposits	552,153	577,323
Due to Airlines	266,960	13,951,109
Unearned Revenues	5,880,392	8,470,662
Current Portion of Long-Term Debt	5,645,000	5,455,000
Total Unrestricted Current Liabilities	30,134,681	49,356,934
Noncurrent Liabilities:		
Payable From Unrestricted Assets:		
Long-Term Debt:		
Bonds Payable – Series 2016	11,860,000	17,505,000
Revenue Bonds – Series 2021, Including Bond Premium of \$19,148,919 and \$20,016,905 as of December 31, 2023 and 2022, Respectively	122,488,919	123,356,905
Revolving Credit Facility	483,771	-
Total Unrestricted Noncurrent Liabilities	134,832,690	140,861,905
Total Liabilities	164,967,371	190,218,839
DEFERRED INFLOW OF RESOURCES		
Deferred Inflow of Resources – Leases	3,896,972	3,896,972
Total Deferred Inflow of Resources	3,896,972	3,896,972
Total Liabilities and Deferred Inflow of Resources	168,864,343	194,115,811
NET POSITION		
Net Investment in Capital Assets	112,522,323	82,711,002
Restricted	39,425,181	26,065,218
Unrestricted	70,964,042	52,028,146
Total Net Position	222,911,546	160,804,366
TOTAL LIABILITIES AND NET POSITION	\$ 391,775,889	\$ 354,920,177

ONTARIO INTERNATIONAL AIRPORT AUTHORITY
 STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION – QUARTER (UNAUDITED)
 FOR THE QUARTERS ENDED DECEMBER 31, 2023 AND 2022

	FOR THE QUARTER ENDED DECEMBER 31, 2023		VARIANCE FAVORABLE (UNFAVORABLE)		DECEMBER 31, 2022
	BUDGET	ACTUAL	\$	%	ACTUAL
OPERATING REVENUES					
Aeronautical:					
Landing Fees	\$ 4,406,593	\$ 4,147,252	\$ (259,341)	(5.9) %	\$ 3,881,841
Airline Terminal Rent	3,913,211	4,203,911	290,700	7.4	4,074,867
Facilities and Land Rent	3,113,974	3,890,213	776,239	24.9	3,861,865
Airline Fees	1,597,609	1,872,564	274,955	17.2	1,742,300
Total Aeronautical Revenues	13,031,387	14,113,940	1,082,553	8.3	13,560,873
Nonaeronautical:					
Facilities and Land Rent	321,924	313,349	(8,575)	(2.7)	356,286
Non-Airline Terminal Rent	360,273	377,200	16,927	4.7	357,785
Concessions:					
Rental Cars	2,524,846	2,302,756	(222,090)	(8.8)	2,393,528
Food and Beverage	763,782	674,490	(89,292)	(11.7)	318,590
Gifts and News	522,122	506,922	(15,200)	(2.9)	490,975
Other Concessions	256,080	367,783	111,703	43.6	382,836
Parking and Ground Transportation	9,447,174	10,152,848	705,674	7.5	8,115,731
Operating Grants	1,643,749	773,106	(870,643)	(53.0)	33,218
Other Nonaeronautical Revenues	49,992	249,092	199,100	398.3	244,005
Total Nonaeronautical Revenues	15,889,942	15,717,546	(172,396)	(1.1)	12,692,954
Total Operating Revenues	28,921,329	29,831,486	910,157	3.1	26,253,827
OPERATING EXPENSES					
Personnel	4,543,266	4,052,002	491,264	10.8	2,997,375
Public Safety	5,823,321	5,680,864	142,457	2.4	5,192,620
Contractual Services	9,923,685	9,027,120	896,565	9.0	7,325,579
Materials and Supplies	674,955	703,495	(28,540)	(4.2)	198,096
Insurance and Administration	489,348	484,113	5,235	1.1	463,303
Telecommunications and Utilities	1,832,826	1,602,915	229,911	12.5	1,476,462
Other Operating Expenses	2,330,085	3,007,215	(677,130)	(29.1)	2,023,605
Total Operating Expenses	\$ 25,617,486	\$ 24,557,724	\$ 1,059,762	4.1 %	\$ 19,677,040

ONTARIO INTERNATIONAL AIRPORT AUTHORITY
 STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION – QUARTER (UNAUDITED) – CONTINUED
 FOR THE QUARTERS ENDED DECEMBER 31, 2023 AND 2022

	FOR THE QUARTER ENDED DECEMBER 31, 2023		VARIANCE FAVORABLE (UNFAVORABLE)		DECEMBER 31, 2022
	BUDGET	ACTUAL	\$	%	ACTUAL
Net Operating Income Before Depreciation and Amortization	\$ 3,303,843	\$ 5,273,762	\$ 1,969,919	59.6 %	\$ 6,576,787
Depreciation and Amortization	1,988,720	2,398,863	(410,143)	(20.6)	1,576,787
Net Operating Income	1,315,123	2,874,899	1,559,776	118.6	5,000,000
NONOPERATING REVENUES (EXPENSES)					
Investment Income, Net	126,386	1,303,251	1,176,865	931.2	195,479
Passenger Facility Charges	3,179,752	3,257,842	78,090	2.5	2,932,579
Customer Facility Charges	872,427	911,584	39,157	4.5	826,312
Interest Expense	(1,037,096)	(1,037,096)	-	-	(1,065,092)
Gain (Loss) on Disposition of Assets	-	-	-	-	(7,946)
Total Nonoperating Revenues, Net	3,141,469	4,435,581	1,294,112	41.2	2,881,332
Net Income Before Capital Contributions	4,456,592	7,310,480	2,853,888	64.0	7,881,332
CAPITAL CONTRIBUTIONS					
Federal Grants and Other	-	5,900,979	5,900,979	-	1,299,057
Increase in Net Position	4,456,592	13,211,459	8,754,867	196.4	9,180,389
TOTAL NET POSITION – BEGINNING OF QUARTER	194,994,160	209,700,087	14,705,927	7.5	151,623,977
TOTAL NET POSITION – END OF QUARTER	\$ 199,450,752	\$ 222,911,546	\$ 23,460,794	11.8 %	\$ 160,804,366

ONTARIO INTERNATIONAL AIRPORT AUTHORITY

STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION – YEAR TO DATE (UNAUDITED) FOR THE SIX MONTHS ENDED DECEMBER 31, 2023 AND 2022

	FOR THE SIX MONTHS ENDED DECEMBER 31, 2023		VARIANCE FAVORABLE (UNFAVORABLE)		DECEMBER 31, 2022
	BUDGET	ACTUAL	\$	%	ACTUAL
OPERATING REVENUES					
Aeronautical:					
Landing Fees	\$ 8,338,692	\$ 7,940,821	\$ (397,871)	(4.8) %	\$ 7,369,636
Airline Terminal Rent	7,806,400	8,492,252	685,852	8.8	8,060,833
Facilities and Land Rent	6,227,948	7,350,502	1,122,554	18.0	7,300,215
Airline Fees	3,188,242	3,691,593	503,351	15.8	3,292,875
Total Aeronautical Revenues	25,561,282	27,475,168	1,913,886	7.5	26,023,559
Nonaeronautical:					
Facilities and Land Rent	643,850	626,226	(17,624)	(2.7)	726,945
Non-Airline Terminal Rent	720,547	743,997	23,450	3.3	696,483
Parking and Ground Transportation	18,448,428	20,313,928	1,865,500	10.1	16,356,017
Concessions:					
Rental Cars	5,114,629	4,677,957	(436,672)	(8.5)	4,749,771
Food and Beverage	1,543,672	1,355,882	(187,790)	(12.2)	617,057
Gifts and News	1,099,628	1,107,463	7,835	0.7	992,634
Other Concessions	512,159	776,318	264,159	51.6	653,026
Operating Grants	3,287,498	6,723,810	3,436,312	104.5	219,266
Other Nonaeronautical Revenues	99,984	431,573	331,589	331.6	651,747
Total Nonaeronautical Revenues	31,470,395	36,757,154	5,286,759	16.8	25,662,946
Total Operating Revenues	57,031,677	64,232,322	7,200,645	12.6	51,686,505
OPERATING EXPENSES					
Personnel	8,353,275	7,762,376	590,899	7.1	5,707,143
Public Safety	11,646,647	11,361,726	284,921	2.4	10,385,160
Contractual Services	19,847,371	18,044,876	1,802,495	9.1	14,168,563
Materials and Supplies	1,349,907	989,035	360,872	26.7	413,028
Insurance and Administration	978,695	934,297	44,398	4.5	877,957
Telecommunications and Utilities	3,665,652	3,727,837	(62,185)	(1.7)	3,442,695
Other Operating Expenses	4,660,164	4,268,295	391,869	8.4	3,416,176
Total Operating Expenses	\$ 50,501,711	\$ 47,088,442	\$ 3,413,269	6.8 %	\$ 38,410,722

ONTARIO INTERNATIONAL AIRPORT AUTHORITY

STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION – YEAR TO DATE (UNAUDITED) – CONTINUED FOR THE SIX MONTHS ENDED DECEMBER 31, 2023 AND 2022

	FOR THE SIX MONTHS ENDED DECEMBER 31, 2023		VARIANCE FAVORABLE (UNFAVORABLE)		DECEMBER 31, 2022
	BUDGET	ACTUAL	\$	%	ACTUAL
Net Operating Income Before Depreciation and Amortization	\$ 6,529,966	\$ 17,143,880	\$ 10,613,914	162.5 %	\$ 13,275,783
Depreciation and Amortization	<u>3,977,439</u>	<u>4,570,791</u>	<u>(593,352)</u>	<u>(14.9)</u>	<u>3,068,506</u>
Net Operating Income	2,552,527	12,573,089	10,020,562	392.6	10,207,277
NONOPERATING REVENUES (EXPENSES)					
Investment Income, Net	252,772	1,994,074	1,741,302	688.9	101,756
Passenger Facility Charges	6,441,288	6,641,921	200,633	3.1	6,087,967
Customer Facility Charges	1,767,293	1,796,562	29,269	1.7	1,640,578
Interest Expense	(2,072,579)	(2,072,579)	-	-	(2,143,066)
Gain (Loss) on Disposition of Assets	<u>-</u>	<u>23,005</u>	<u>23,005</u>	<u>-</u>	<u>(2,446)</u>
Total Nonoperating Revenues, Net	<u>6,388,774</u>	<u>8,382,983</u>	<u>1,994,209</u>	<u>31.2</u>	<u>5,684,789</u>
Net Income Before Capital Contributions	8,941,301	20,956,072	12,014,771	134.4	15,892,066
CAPITAL CONTRIBUTIONS					
Federal Grants and Other	<u>-</u>	<u>11,446,023</u>	<u>11,446,023</u>	<u>-</u>	<u>2,472,472</u>
Increase in Net Position	8,941,301	32,402,095	23,460,794	262.4	18,364,538
TOTAL NET POSITION – BEGINNING OF PERIOD	<u>190,509,451</u>	<u>190,509,451</u>	<u>-</u>	<u>-</u>	<u>142,439,828</u>
TOTAL NET POSITION – END OF PERIOD	<u>\$ 199,450,752</u>	<u>\$ 222,911,546</u>	<u>\$ 23,460,794</u>	<u>11.8 %</u>	<u>\$ 160,804,366</u>

ONTARIO INTERNATIONAL AIRPORT AUTHORITY

SUPPLEMENTAL SCHEDULES OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION – BY QUARTER (UNAUDITED) FOR THE YEAR ENDING JUNE 30, 2024

	FOR THE QUARTERS ENDED				FOR THE YEAR
	SEPTEMBER	DECEMBER	MARCH 31,	JUNE 30,	ENDING
	30, 2023	31, 2023	2024	2024	JUNE 30, 2024
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
OPERATING REVENUES					
Aeronautical:					
Landing Fees	\$ 3,793,569	\$ 4,147,252	\$ -	\$ -	\$ 7,940,821
Airline Terminal Rent	4,288,341	4,203,911	-	-	8,492,252
Facilities and Land Rent	3,460,289	3,890,213	-	-	7,350,502
Airline Fees	1,819,029	1,872,564	-	-	3,691,593
Total Aeronautical Revenues	13,361,228	14,113,940	-	-	27,475,168
Nonaeronautical:					
Facilities and Land Rent	312,877	313,349	-	-	626,226
Non-Airline Terminal Rent	366,797	377,200	-	-	743,997
Concessions:					
Rental Cars	2,375,201	2,302,756	-	-	4,677,957
Food and Beverage	681,392	674,490	-	-	1,355,882
Gifts and News	600,541	506,922	-	-	1,107,463
Other Concessions	408,535	367,783	-	-	776,318
Parking and Ground Transportation	10,161,080	10,152,848	-	-	20,313,928
Operating Grants	5,950,704	773,106	-	-	6,723,810
Other Nonaeronautical Revenues	182,481	249,092	-	-	431,573
Total Nonaeronautical Revenues	21,039,608	15,717,546	-	-	36,757,154
Total Operating Revenues	34,400,836	29,831,486	-	-	64,232,322
OPERATING EXPENSES					
Personnel	3,710,374	4,052,002	-	-	7,762,376
Public Safety	5,680,862	5,680,864	-	-	11,361,726
Contractual Services	9,017,756	9,027,120	-	-	18,044,876
Materials and Supplies	285,540	703,495	-	-	989,035
Insurance and Administration	450,184	484,113	-	-	934,297
Telecommunications and Utilities	2,124,922	1,602,915	-	-	3,727,837
Other Operating Expenses	1,261,080	3,007,215	-	-	4,268,295
Total Operating Expenses	\$ 22,530,718	\$ 24,557,724	\$ -	\$ -	\$ 47,088,442

ONTARIO INTERNATIONAL AIRPORT AUTHORITY

SUPPLEMENTAL SCHEDULES OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION – BY QUARTER
(UNAUDITED) – CONTINUED
FOR THE YEAR ENDING JUNE 30, 2024

	FOR THE QUARTERS ENDED				FOR THE YEAR
	SEPTEMBER	DECEMBER	MARCH 31,	JUNE 30,	ENDING
	30, 2023	31, 2023	2024	2024	JUNE 30, 2024
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Net Operating Income Before Depreciation and Amortization	\$ 11,870,118	\$ 5,273,762	\$ -	\$ -	\$ 17,143,880
Depreciation and Amortization	2,171,928	2,398,863	-	-	4,570,791
Net Operating Income	9,698,190	2,874,899	-	-	12,573,089
NONOPERATING REVENUES (EXPENSES)					
Investment Income, Net	690,823	1,303,251	-	-	1,994,074
Passenger Facility Charges	3,384,079	3,257,842	-	-	6,641,921
Customer Facility Charges	884,978	911,584	-	-	1,796,562
Interest Expense	(1,035,483)	(1,037,096)	-	-	(2,072,579)
Gain on Disposition of Assets	23,005	-	-	-	23,005
Total Nonoperating Revenues, Net	3,947,402	4,435,581	-	-	8,382,983
Net Income Before Capital Contributions	13,645,592	7,310,480	-	-	20,956,072
CAPITAL CONTRIBUTIONS					
Federal Grants and Other	5,545,044	5,900,979	-	-	11,446,023
Increase in Net Position	19,190,636	13,211,459	-	-	32,402,095
TOTAL NET POSITION – BEGINNING OF QUARTER	190,509,451	209,700,087	-	-	190,509,451
TOTAL NET POSITION – END OF QUARTER	\$ 209,700,087	\$ 222,911,546	\$ -	\$ -	\$ 222,911,546



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: INVESTMENT REPORT FOR THE SIX MONTHS ENDED DECEMBER 31, 2023

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Receive and file the investment report for the six months ended December 31, 2023.

FISCAL IMPACT SUMMARY: As of and for the six months ended December 31, 2023, the OIAA's investment portfolio included a single financial instrument with the California Treasury Local Agency Investment Fund (LAIF). The fair market value (FMV) of the OIAA's investment in LAIF was \$33,714,631 an increase of \$544,637 from the FMV as of September 30, 2023, and an increase of \$852,399 from the FMV as of June 30, 2023.

Interest earned on the LAIF investment for the six months ended December 31, 2023, totaled \$644,170. No additional investments in or distributions from LAIF funds were made during the six months ended December 31, 2023.

BACKGROUND: In October of 2016, the OIAA adopted an investment policy for OIAA's revenues in conformance with federal, state, and other legal requirements, including California Government Code Section 53600 et seq. The objectives of the OIAA's investment policy are safety of principal and enhancement of the economic status of the OIAA. The policy sets forth investment objectives, safekeeping of securities, reporting, competitive bidding, authorization for the purchase and sales of investments, allowable types of investments and an annual policy review. In addition, to and in conformity with the adopted Investment Policy, the OIAA adopted a resolution for the investment of inactive funds in the LAIF.

The Investment Policy requires that reporting include statements as to the OIAA's compliance with the investment policy, as well as a statement denoting the ability of the OIAA to meet its expenditure requirements for the next six months, or an explanation as to why sufficient money may not be available.

Significant financial aspects of the portfolios' financial position and performance are included in the following table:

Description	Quarter Ending				Balance, Year Ending June 30, 2024
	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	
FMV End of Quarter	\$ 33,169,994	\$ 33,714,631			\$ 33,714,631
Interest Receivable	\$ 303,266	\$ 340,904			\$ 340,904
Interest Earned	\$ 303,266	\$ 340,904			\$ 644,170
Unrealized Gain (Loss)	\$ 45,773	\$ 241,371			\$ 287,144

Required Investment Policy Statements:

- The investments identified above comply in all material respects with the OIAA's Investment Policy.
- The OIAA has the ability to meet its expenditure requirements for the next six months.

PROCUREMENT: N/A

CEQA COMPLIANCE AND LAND USE APPROVALS: N/A


STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

SCHEDULE: N/A

ATTACHMENTS: N/A

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Director of Finance Kim Snow
 Originating Dept.: Financial Accounting and Reporting
 Director Review: Kim Snow
 Chief Review: N/A
 CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

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BOARD DISPOSITION: Approved Denied Continued to _____

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MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: CONTRACT AMENDMENT WITH PMG ADVISORY, LLC., (PASLAY MANAGEMENT GROUP)
FOR STAFF AUGMENTATION FOR THE REVENUE MANAGEMENT DIVISION

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Authorize the Chief Executive Officer (CEO) to execute an amendment to the PMG Advisory, LLC., (Paslay Group) Contract No. SCONT-000622 to increase the contract amount by \$100,000 for additional services focusing on the concessions program.

FISCAL IMPACT SUMMARY: This one-time increased spend is available within the Revenue Management Division Commercial Cost Center.

BACKGROUND: The Revenue Management Division has been working with Concessionaires to enhance the overall passenger experience and ensure all existing approved development is completed prior to the start of the 2024 Food & Beverage (FAB+) Hospitality Conference and Awards. Through working with the Paslay Group, the Revenue Management Divisions has established improved reporting requirements standards to ensure adherence to each concessionaire’s respective agreement. The expanded scope is critical to the Revenue Management Division being able to continue enforcement of contract language, enhancing customer service, and incrementally increase revenue from concessionaires, while we conduct and complete a procurement for these services ongoing.

PROCUREMENT: OIAA entered into a Professional Services Agreement on October 27, 2023, with PMG Advisory, LLC, also known as Paslay Management Group, for strategic advisory services at Ontario International Airport in the amount of \$99,735. This amendment increases the contract amount by \$100,000 for a total contract amount not to exceed \$199,735. The increase will also allow the OIAA to maintain these critical services while a Request For Proposals is prepared to competitively procure these services for future years.

CEQA COMPLIANCE AND LAND USE APPROVALS: The proposed agreement is not a “project” under CEQA and does not require environmental review.

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

SCHEDULE: N/A

ATTACHMENTS: None

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Elisa J. Grey, Chief Revenue Management Officer

Originating Dept.: Revenue Management Division

Director Review: N/A

Chief Review:



CEO Approval:



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BOARD DISPOSITION: Approved Denied Continued to _____



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: PROFESSIONAL SERVICES AGREEMENT WITH OSSI NA, LLC, FOR TECHNOLOGY INTEGRATION SERVICES

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Authorize the Chief Executive Officer (CEO) to negotiate and execute a one (1) year Professional Services Agreement with OSSI NA, LLC (OSSI) for Technology Integration Services at the Ontario International Airport (ONT) for a sum up to \$500,000 over a one (1) year term.

FISCAL IMPACT SUMMARY: The total amount paid for services by the OIAA under this agreement shall be a sum up to \$500,000 over the one (1) year term. The total budget will be included in the annual OIAA budget request.

BACKGROUND: OIAA's Revenue Management Division has worked with its strategic partners to revolutionize the digital advertising footprint of our terminals with the creation of new digital opportunities. OSSI is currently providing the requested services under a previous Agreement. Under the prior Agreement, OSSI installed various digital advertising systems including all current advertising digital screens in the Concourse and Baggage Claim, the network and backend system that allows the OIAA to upload advertising content in real time while syncing the network across Terminals 2 and 4, current TVs and DIRECTV Technology in the passenger terminal concourses, OIAA's new 2x3 digital Video Wall in the Diane Feinstein International Arrival Terminal Lobby to re-imagine the space, and Digital Menus and other digital advertising opportunities in ONT's Terminal 2 Brewery X location.

In the first quarter of 2024, OSSI will be assisting the OIAA with installing the new large format LED screens throughout the terminals, once the permit approval is received from the City. These LED screens will transform the terminals, allowing for interest and attraction from well-known national brands to advertise at ONT. In order to capitalize on the momentum created by the new digital opportunities, and to maintain the continuity of service, OIAA would like to use OSSI to assist with the installation and maintenance of these screens.

Staff is recommending execution of a one-year term Agreement to allow for continuity of the technology integration and management services. OSSI NA, LLC is the current provider overseeing all of OIAA's digital advertising assets and has extensive knowledge and experience of the existing equipment and systems. Continuity of the services is essential to provide a comprehensive suite of technology services including installations, maintenance, and programming for our digital assets in the terminals. This Agreement will include a digital consulting service in addition to the current services provided to facilitate the enhancement of ONT's digital infrastructure.

PROCUREMENT: OIAA is entering into this Agreement under a Sole Source process due to OSSI NA, LLC being a notable company specializing in customer management hardware and software solutions for various enterprises ranging from Airports to Sports Stadiums. This one-year Agreement will allow Staff time to prepare an RFP in Quarter 1 of Fiscal Year 2025 to allow for a competitive bid process for such services. These services currently provided by OSSI are essential and necessary as we continue to procure and install digital assets at ONT.

CEQA COMPLIANCE AND LAND USE APPROVALS: The proposed agreement is not a “project” under CEQA and does not require environmental review.

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

SCHEDULE: N/A

ATTACHMENTS:

1. Sole Source Justification Form

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Elisa J. Grey, Chief Revenue Management Officer

Originating Dept.: Revenue Management

Director Review: N/A

Chief Review: 

CEO Approval: 

This Agenda Report has been reviewed by OIAA General Counsel.

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BOARD DISPOSITION: Approved Denied Continued to _____

Sole Source Procurement Justification Form

Full and open competition should be the objective in public procurement, but it is not always possible or practicable. In procuring goods and services, staff may determine that the most valuable purchase to the Airport may only be available from one vendor due to technological, specialized, or other unique characteristics. Otherwise, as long as there is more than one potential vendor available to satisfy a given need, there exists insufficient justification for a sole source procurement.

Request for approval of a Sole Source Procurement must be justified in writing by the initiator and approved by the appropriate approval authority. The Chief Executive Officer may authorize Sole Source Procurements up to \$100,000. Requests for Sole Source procurements in excess of \$100,000 must be approved by Ontario International Airport Authority. Requests for Sole Source approval are routed from the Board of Commissioners for the Requesting Department through the Procurement Department and the Chief Administrative Officer.

The following factors are among those that constitute justifications for sole source purchases:

- The vendor is determined to be the only known source after solicitation of several sources or after competitive bids; competition is determined to be inadequate.
- The item can only be procured directly from the original manufacturer or sole representative of the item in the Airport's geographical region.
- There is a reasonable basis for concluding the Airport's minimum needs can only be satisfied by unique supplies or services, and the vendor demonstrated a distinctive qualification due to
 - an innovative concept or a unique capability to provide the particular services proposed;
 - proven expertise or specialized knowledge in a field of few known experts,
 - previous experience providing similar services to the airport resulting in an understanding of the airport's immediate needs and practices increasing the likelihood of greater efficiency and success.
- Using an equivalent piece of equipment or commodity would require modifications to existing equipment, necessitate engineering re-design, or require voiding of a warranty.
- Supplies may be deemed available only from the original source in the case of a follow-on contract for the continued development or production of a major system or highly specialized equipment, including significant components thereof, when it is likely that award to any other source would result in:
 - Substantial duplication of cost to the Airport that is not expected to be recovered through competition, or
 - Unacceptable delays in fulfilling the Airport's requirements
- Airport property is released to a proven vendor who must dismantle equipment in order to assess repair needs and it is not practical or feasible to obtain competitive pricing for repair.
- Limited rights in data, patent rights, copyrights, or secret processes exist.
- When in accordance with the Airport's standardization program, only specified makes and models of technical equipment and parts will satisfy the Airport's needs for additional units or replacement items, and only one source is available.
- The item is one with which staff members who will use the item have specialized training and/or expertise, and retraining would incur substantial costs in time and/or money.
- Purchase of property for which it is determined there is no functional equivalent.

- The existence of an unusual and compelling urgency with potentially severe repercussions for the Airport resulted in the impracticality of a competitive purchase process.
- When the Airport determines, with the advice of legal counsel, that seeking competition would not produce an advantage, the Airport may waive competitive bidding requirements.

Please provide detailed justification below and furnish the necessary documentation. Attach additional sheets as necessary.

Vendor: OSSI NA, LLC

Goods/Services: OSSI NA, LLC provides installation, maintenance, and networking services for digital advertising systems, including all current advertising digital screens in the Concourse and Baggage Claim at ONT.

Justification:

- The existence of an unusual and compelling urgency with potentially severe repercussions for the Airport resulted in the impracticality of a competitive purchase process.

OSSI has installed various digital advertising systems including all current advertising digital screens in the Concourse and Baggage Claim, the network and backend system that allows the OIAA to upload advertising content in real time while syncing the network across Terminals 2 and 4, current TVs and DIRECTV Technology in the passenger terminal concourses, OIAA’s new 2x3 digital Video Wall in the Diane Feinstein International Arrival Terminal Lobby to re-imagine the space, and Digital Menus and other digital advertising opportunities in ONT’s Terminal 2 Brewery X location. To capitalize on the momentum created by the new digital opportunities, and to maintain the continuity of service, OIAA will need to utilize OSSI on a temporary basis to assist with the installation and maintenance of additional digital advertising screens. The immediate nature of the installations present a compelling urgency that has severe repercussions if OIAA misses out on these digital advertising opportunities. OIAA will begin an RFP process to competitively procure similar services in the near future.

Submitted by:

Reviewed by:

Authorized by:

Name: Elisa Grey

Name: Luis Medina

Name: Jamaal Avilez

Title: CRMO

Title: Dir. of Procurement & Contracts

Title: Chief Administrative Officer

Signature: 

Signature: 
Luis Medina (Feb 5, 2024 14:36 PST)

Signature: 
Jamaal Avilez (Feb 5, 2024 14:43 PST)

Date: 02/05/24

Date: 02/05/24

Date: 02/05/24

Signature: 
Luis Medina (Feb 5, 2024 14:36 PST)

Email: lmedina@flyontario.com

Title: Director of Procurement & Contracts

Company: Ontario International Airport Authority

Signature: 
Jamaal Avilez (Feb 5, 2024 14:43 PST)

Email: Javilez@flyontario.com

Title: Chief Administrative Officer

Company: Ontario International Airport Authority

Signature: 

Email: egrey@flyontario.com

Title: CRMO

Company: Ontario International Airport-LGA

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MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: RENTAL CAR CONCESSION AND LEASE AGREEMENTS

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): authorize the Chief Executive Officer (CEO) to negotiate and execute a five (5) year Concession and Lease Agreement(s) with the Rental Car Companies (RACs).

FISCAL IMPACT SUMMARY: The five-year agreement will provide more than \$32,424,900 based on annual revenues of \$2,702,081 that will be collected from space allocated to the RACs in the Customer Service Building, Ground Rent and other structure facility rent including maintenance buildings. This is in addition to the concession fee which will be 10% of each RACs gross revenues. Additional revenues will be realized through a change in the CFC collection, from \$10 per transaction for a 5-day period to \$10 per transaction day.

BACKGROUND: All existing concession and lease agreements with the RACs are in holdover status since agreement expiration in February 2019. In September 2022, the Revenue Management Division resumed negotiations with Enterprise, Avis, and Hertz (also representing their subsidiaries) with the intent to finalize a new short-term agreement. The Revenue Management Division has identified additional revenue collection through increase of MAG, CFC collection, increase lease rate as well as a reallocation of space for the RACs. The rental car amendments and any future extensions (provided at the sole discretion of the OIAA) will allow the Ground Transportation department within the Revenue Management Division to implement a new Rental Car Concession program that will operate using sound business principles and practices as well as maximizing overall business performance at ONT. All of which are consistent with the OIAA's Strategic Goals and Objectives to Invest in ONT and Master the Basics.

PROCUREMENT: OIAA entered into direct negotiation with the incumbent rental car companies (RACs), with the caveat that if the Authority could not achieve its objectives by direct negotiation within a specific timeframe, it would issue an RFP.

CEQA COMPLIANCE AND LAND USE APPROVALS: The proposed agreement is not a "project" under CEQA and does not require environmental review.

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: N/A

SCHEDULE: N/A

ATTACHMENTS: N/A

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Elisa J. Grey, Chief Revenue Management Officer

Originating Dept.: Ground Transportation

Director Review: N/A

Chief Review: 

CEO Approval: 

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BOARD DISPOSITION: Approved Denied Continued to _____



MEETING DATE: FEBRUARY 22, 2024

AGENDA SECTION: CONSENT CALENDAR

SUBJECT: CONTRACT AMENDMENT WITH COFFMAN SPECIALTIES, INC. FOR EMERGENCY TAXIWAY DRAINAGE REPAIR

RELEVANT STRATEGIC OBJECTIVE: Invest in ONT Master the Basics Plan for the Future

RECOMMENDED ACTION(S): Authorize the Chief Executive Officer (CEO) to execute a contract amendment with Coffman Specialties, Inc. (Coffman) to provide emergency repair of a collapsed and deteriorated drainage pipe from Taxilane G to Taxiway N to increase the contract amount by \$500,000.

FISCAL IMPACT SUMMARY: There are adequate funds in the FYE 2024 Operating Budget to pay for the cost of this work.

BACKGROUND: On January 22, 2024, a depression approximately 10" deep and 24' length x 24' wide developed on Taxilane G behind Terminal 1 parking position 8. After exploration, it was found that a corrugated metal pipe was installed in the drainage system between Taxilane G and Taxiway N. Due to the age of the pipe, the pipe deteriorated and with the recent rains the material around the pipe infrastructure gave way. The area was immediately closed to all aircraft, vehicle, and equipment traffic and pumps have been installed to divert water to the nearest functioning drain system. Upon exploration, approximately 400' of corrugated metal pipe was found to be rendering the concrete above and around it to be unsafe for aircraft or equipment support. The pipe will be replaced with concrete reinforced pipe and new concrete will be installed to ensure the safety of aircraft and equipment movement.

On August 24, 2023, the OIAA Board of Commissioners authorized the CEO to execute a contract with Coffman in the amount of \$42,950,000.00 for Year 2 construction of the Runway 8R-26L Rehabilitation and Connecting Taxiways Program. Since Coffman was already onsite mobilizing to begin work for their existing contract, OIAA staff from Operations and Program Management contacted Coffman for assistance in identifying and implementing the required work to conduct emergency repairs. On Friday, January 26, Airport Operations issued a Notice to Proceed to Coffman to immediately begin work on the emergency repairs. As of February 16, 2024, the work was ongoing.

PROCUREMENT: Coffman Specialties, Inc. was awarded a contract via a competitive bid process for related but different scope that is defined in this amendment. The location and severity of the damage to the taxilane created a potentially unsafe situation. Emergency repairs were necessary to correct the situation before any safety incidents could occur. Due to the emergency nature of the work, OIAA determined that it was impractical to conduct a competitive process. Coffman was already onsite and mobilizing with labor, materials, and

equipment and able to perform the work most expeditiously and with costs that correlate to the competitively bid scope on the existing contract. This contract amendment will increase the current contract of \$42,950,000 by \$500,000 for a total contract amount not to exceed \$43,450,000.

CEQA COMPLIANCE AND LAND USE APPROVALS: CEQA review for this emergency repair project is addressed and covered as part of the environmental impacts studied and analyzed in the certified June 2022 Final Supplemental Environmental Impact Report for the Rehabilitation of Runway 8R-26L and Associated Airfield Improvements at Ontario International Airport (SCH No. 2021060531.) No further environmental review is required.

STAFFING IMPACT (# OF POSITIONS): N/A

IMPACT ON OPERATIONS: This action will not impact ONT operations.

SCHEDULE: N/A

ATTACHMENTS: N/A

STAFF MEMBER PRESENTING: Chief Executive Officer Atif Elkadi

Originator Name: Dennis Anderson, Director of Operations

Originating Dept.: Operations

Director Review: 

Chief Review: 

CEO Approval: 

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BOARD DISPOSITION: Approved Denied Continued to _____