

**SAN ANTONIO AIRPORT SYSTEM
STINSON MUNICIPAL AIRPORT
AERONAUTICAL USE PROMOTION PROGRAM**

In an effort to increase the general aviation traffic at Stinson Municipal Airport and thus promote awareness of available airport facilities and services which could lead to increased revenue, the City of San Antonio (City) has created the San Antonio Airport System Stinson Municipal Airport (SSF) Aeronautical Use Promotion Program (Promotion Program). The focus of the Promotion Program is to provide an incentive to pilots to encourage them to fly into Stinson and make use of the various facilities and amenities.

1. Program Duration:

- a. The Promotion Program will be effective as of the date the program is approved by the City Council of San Antonio and end six (6) months from the date of City Council approval (Initial Term). The Promotion Program may be extended for two (2) additional six (6) month terms (Term Extensions) at the sole discretion of the Aviation Director.
- b. The fuel incentives offered per the Promotion Program will be available every Saturday during the FBO's regular hours of operations, not to exceed 24 hours, during the term of the Promotion Program.

2. Program Eligibility:

- a. All FBO tenants located at SSF are eligible to participate in the Promotion Program.
- b. The Promotion Program covers all classes of aircraft, to include helicopters, utilizing an FBO at SSF.
- c. The fuel discount does not apply to fuel trucks or other vehicles purchasing fuel from the FBO.
- d. The fuel discount does not apply to individuals purchasing fuel from the FBO for the self-fueling of aircraft off-site.
- e. The fuel discount provided per the Promotion Program may not be used in conjunction with any other discount or offer from the FBO.
- f. Any FBO at SSF wishing to participate in the Promotion Program is required to submit a fully and accurately completed and executed Stinson Municipal Airport Aeronautical Use Promotion Agreement (Promotion Agreement). The effective date for all Promotion Agreements shall be the date the Aviation Director executes the Promotion Agreement.

- g. To be eligible to participate in the Promotion Program, an FBO must be in compliance with all the terms of the FBO's lease agreement with City, including, but not limited to, rental payments and insurance requirements, and must remain in compliance with all of the terms and conditions of the lease agreement and this Promotion Program.

3. Program Specifics:

- a. The FBO will offer a discount of \$0.25 off of every net gallon of Jet A and 100LL sold each Saturday during the Promotion Program period.
- b. The City will reimburse the FBO \$0.25 for the first 750 net gallons of eligible fuel sold each Saturday during the Initial Term of the Promotion Program. In the event the City opts to extend the Promotion Program pursuant to Article 1.a of the Promotion Program, the City will reimburse the FBO \$0.25 for the first 750 net gallons of eligible fuel sold each Saturday during each of the Term Extensions.
- c. The SSF FBO Tenant agrees to absorb the cost of the \$0.25 discount off of every net gallon of Jet A and 100LL sold after the initial 750 net gallons during the Initial term or either of the Term Extensions for which the City will reimburse tenant the discount at its own cost each Saturday during the Promotion Program period.

- 4. Marketing:** City will market the Promotion Program on various social and other media and marketing outlets.

5. Financial Reporting Requirements:

- a. The FBO will submit monthly reports (Attachment A) specifying fuel sales to aircraft, including helicopters; detailed receipts will be provided with the monthly report.
- b. The City will issue the monthly credit for documented fuel sales up to 750 net gallons per week.

ATTACHMENT A
SAN ANTONIO AIRPORT SYSTEM
STINSON MUNICIPAL AIRPORT
AERONAUTICAL USE PROMOTION PROGRAM
FUEL PROMOTION REPORT

Submitted to: City of San Antonio, Department of Aviation
9800 Airport Blvd, San Antonio, TX 78216-9990

Email:

Monthly reporting for fuel promotion must be reported to the Aviation Director, indicating gallons sold on Saturdays to Aircrafts including helicopters. Promotion will reimburse funds to FBO at \$0.25 per gallon up to 750 net gallons. Must provide proof that indicates fuel sold for aircraft use at Stinson Airport.

FBO Tenant: _____ FBO Tenant's Name

Month Reporting For: _____ Month

Fuel: Saturday aircraft including helicopter sales at FBO Tenant's premises:

1st Saturday:	Date	
100LL		500.00
Jet A		500.00
Total Gallons		1000.00
Net Gallons for promotion reimbursement (750 gal Cap)		750.00
2nd Saturday:	Date	
100LL		1000.00
Jet A		500.00
Total Gallons		1500.00
Net Gallons for promotion reimbursement (750 gal Cap)		750.00
3rd Saturday:	Date	
100LL		250.00
Jet A		500.00
Total Gallons		750.00
Net Gallons for promotion reimbursement (750 gal Cap)		750.00
4th Saturday:	Date	
100LL		500.00
Jet A		1000.00
Total Gallons		1500.00
Net Gallons for promotion reimbursement (750 gal Cap)		750.00
5th Saturday: (as needed)	Date	
100LL		50.00
Jet A		750.00
Total Gallons		800.00
Net Gallons for promotion reimbursement (750 gal Cap)		750.00
Net gallons for promotion reimbursement		3750.00
Total fuel flowage credit due for month		\$937.50

Authorized Agent