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2022 RES-089

**APPROVING CARGO AIRLINE OPERATING AGREEMENT WITH
FEDERAL EXPRESS CORPORATION**

Contract No. DCRA 2021-02

Federal Express Corporation (“FedEx”), a Delaware corporation whose principal place of business is located at 3610 Hacks Cross Road, Memphis, Tennessee 38125, has been operating out of the Dane County Regional Airport (“Airport”) as a signatory commercial air cargo carrier under its Air Cargo Lease with Dane County (Lease No. DCRA 2018-05), which covered both FedEx’s operations and lease of Airport Land. FedEx is now a sublessee of Preferred Development Madison, LLC (“Preferred Development”) (Preferred Development’s lease with Dane County, Lease No. DCRA 2020-03), and seeks to enter into a Cargo Airline Operating Agreement to retain its signatory commercial air cargo carrier status once Lease No. DCRA 2018-05 terminates. The Cargo Airline Operating Agreement establishes the terms and conditions under which FedEx will conduct operations at the Airport, and provides for various fees and charges, including weight-based landing fees. The Cargo Airline Operating Agreement is for a nineteen year term concurrent with its sublease with Preferred Development, and its initial term will expire on November 30, 2041. The estimated revenue the Airport will receive from the Cargo Airline Operating Agreement is approximately \$13,652,000.00. Airport staff has determined that approval of the requested Cargo Airline Operating Agreement is in Dane County’s best interest.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County a Cargo Airline Operating Agreement under which Federal Express Corporation will conduct operations at the Dane County Regional Airport, as set forth above.