

DANE COUNTY
POLICY AND FISCAL NOTE

<input checked="" type="checkbox"/> Original	<input type="checkbox"/> Update	Substitute No. _____
Sponsor: Supervisor McCarville		Resolution No. 2023 RES-193
Vote Required: Majority <input checked="" type="checkbox"/>		Ordinance Amendment No. _____
Two-Thirds _____		3/4 _____

Title of Resolution or Ord. Amd.:

AWARD OF CONTRACT FOR STRATEGIC BUSINESS CONSULTING SERVICES AND AIR SERVICE DEVELOPMENT CONSULTING FOR DANE COUNTY REGIONAL AIRPORT

Policy Analysis Statement:

Brief Description of Proposal -
Landrum and Brown, Inc. will provide consulting services related to air service development, rates and charges analysis, non-aeronautical revenue development, and business and financial planning for the Dane County Regional Airport.

Current Policy or Practice -
Landrum and Brown, Inc. currently provides these consulting services for the Dane County Regional Airport under a five-year Purchase of Services agreement that is expiring.

Impact of Adopting Proposal -
The airport will continue to have access to professional on-call aviation consulting services through Calendar Year 2027 under a contract with Landrum and Brown, Inc.

Fiscal Estimate:

<u>Fiscal Effect (check all that apply) -</u> <input type="checkbox"/> No Fiscal Effect <input type="checkbox"/> Results in Revenue Increase <input checked="" type="checkbox"/> Results in Expenditure Increase <input type="checkbox"/> Results in Revenue Decrease <input type="checkbox"/> Results in Expenditure Decrease	<u>Budget Effect (check all that apply)</u> <input checked="" type="checkbox"/> No Budget Effect <input type="checkbox"/> Increases Rev. Budget <input type="checkbox"/> Increases Exp. Budget <input type="checkbox"/> Decreases Rev. Budget <input type="checkbox"/> Decreases Exp. Budget <input type="checkbox"/> Increases Position Authority <input type="checkbox"/> Decreases Position Authority Note: if any budget effect, 2/3 vote is required
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Narrative/Assumptions about long range fiscal effect:

The cost of consulting services will not exceed \$30,000 for the remainder of Calendar Year 2023 and \$120,000 has been allocated in the current budget request for Calendar Year 2024. Thereafter, the maximum amount for each of the remaining three years of the contract will not exceed what is appropriated annually in the Airport budget and approved by the Dane County Board for services approved under the contract.

Expenditure/Revenue Changes:

	Current Year		Annualized			Current Year		Annualized	
	Increase	Decrease	Increase	Decrease		Increase	Decrease	Increase	Decrease
Expenditures -					Revenues -				
Personal Services					County Taxes				
Operating Expenses					Federal				
Contractual Services	\$30,000				State				
Capital					Other				
Total	\$30,000	\$0	\$0	\$0	Total	\$0	\$0	\$0	\$0

Personnel Impact/FTE Changes:

None

Prepared By:

Agency: Airport	Division: Administration	Phone: 246-3384
Prepared by: Rick Fairchild	Date: 09/19/23	Phone: 246-3391
Reviewed by: Gene Meyers	Date: 09/19/23	