



January 8, 2019

Lori Lynah
Director of Marketing & Air Service Development
Savannah/Hilton Head International
400 Airways Ave.
Savannah, GA 31408

Proposal for Air Service Development Consulting Services

Objective

Provide consulting services to support Air Service Development goals at the Savannah Hilton Head International Airport (SAV).

Description of Services / Statement of Work

Deliverables include:

- Development of an annual Strategic Air Service Action Plan. This plan will include targeted carrier and route opportunities.
- Proactive consideration and advocacy of air service opportunities at SAV to ensure that such opportunities are not missed.
- Representation, including analysis and presentation preparation, for up to three (3) Air Service Development Conferences (such as Routes Americas, JumpStart, and the Allegiant Conference) per year.
- Carrier Opportunity Analysis and presentations for up to eight (8) airlines at their corporate headquarters annually, for the term of the agreement.
- One annual visit to Savannah/Hilton Head to provide appropriate community entities with a SAV Air Service Update.
- Represent SAV in other discussions with both incumbent and non-incumbent airlines in regards to Air Service opportunities and issues.
- As-needed consultation and analysis regarding other SAV Air Service and Marketing-related issues.
- Leveraging of professional and personal relationships with carrier Network Planning officials to advocate on behalf of SAV, both privately and at industry events.



Project Terms

Ailevon Pacific will provide the Savannah Hilton Head International Airport with the services indicated in this agreement beginning on January 1, 2019 and ending on December 31, 2019. The total fee will be \$135,000, inclusive of conference fees, travel-related expenses, and other related incidentals.

Additional projects that fall outside the scope of this agreement, such as Catchment Area Analyses, additional airline headquarters meetings, or industry data reporting, shall be negotiated on an *ad hoc* basis and would be subject to mutual agreement on terms.

Payment Terms:

Ailevon Pacific will be paid within 30 days of each submitted invoice. Savannah Hilton Head International Airport will be invoiced in 12 monthly installments on the first day of each month, with the first invoice effective January 1, 2019.

This constitutes the entire agreement between the parties.

Brad DiFiore
Managing Director
Ailevon Pacific Aviation Consulting, LLC

1/8/2019
DATE

SIGNATURE DATE

NAME

TITLE

Address

City, State, Zip Code