



FRESNO YOSEMITE International Airport

City of Fresno Airports Department
4995 E Clinton Way, Fresno, California 93727-1525
(559) 621-4500 • flyfresno.com

MEMORANDUM

DATE: August 18, 2022

TO: GEORGEANNE A. WHITE, City Manager
GREGORY A. BARFIELD, Assistant City Manager

FROM: HENRY THOMPSON, Director of Aviation

**SUBJECT: DESIGNATE INTERVISTAS CONSULTING GROUP INC. AS A
UNIQUELY QUALIFIED VENDOR FOR AIR SERVICE DEVELOPMENT
AT FRESNO YOSEMITE INTERNATIONAL AIRPORT (FAT)**

The purpose of this memorandum is to request the City Manager's office to make a uniquely qualified finding for InterVISTAS Consulting Inc., as set forth in the Administrative Order (AO) 6-19, so that the Airports Department ("Airport") may seek an extension of the Consultant Services agreement with InterVISTAS Consulting for Air Service Development and continue its air service development efforts during the RFQ solicitation process.

InterVISTAS Consulting has worked with FAT for the past seven years and is therefore uniquely qualified to assist the Airport in continuing its mission to recruit additional air service. InterVISTAS knows the Fresno Market, understands the Fresno Airport's needs and unique strengths, and has been successful in helping land Southwest Airlines, aha! Airlines, adding Chicago service, increasing capacity with existing carriers and providing introductions to potential new carriers. The services rendered by InterVISTAS have been beneficial and have contributed to the economic development of the City of Fresno and Airport.

Continuing these services during the RFQ process is critical at this juncture given the current volatile state of the airline industry and the highly competitive market resulting from the pandemic. Maintaining FAT's momentum and presence in front of airlines is paramount. An extension to the InterVISTAS agreement would see FAT through the RFP process without losing ground to other airports.

At this time the Airport does not have the staff to perform all the necessary analysis, data tasks and reports or the level of industry contacts needed to fully maximize air service development efforts.

Intervistas has been a good partner and contributed to successful negotiations with Southwest Airlines resulting in the launch of service from Fresno and United Airlines launching service to Chicago O'Hare International Airport. Their relationships with the airlines, knowledge of markets, and comprehensive analysis were invaluable to the sales pitches and justifications made by the airport to sell these and other routes.

Intervistas has supported the airports air service development efforts since 2016 at a cost of approximately \$250,000.

The proposed services agreement is an extension of an existing agreement of \$49,000 for services to date and would be for 6 additional months at a not to exceed amount of \$50,000 and will need Council approval as a result to complete potential terms for additional Air Service from Fresno to several designations.

If you have any questions, or require additional information, please do not hesitate to contact me at 559-621-4600.

Thank you for your consideration.

City Manager's Uniquely Qualified Determination:	
<input checked="" type="checkbox"/> Approved	<input type="checkbox"/> Denied
 _____ Georgeanne A. White, City Manager	<u>9/18/2022</u> _____ Date

Attachment: Proposed Agreement

CC: Gregory Barfield, Assistant City Manager