

October 3, 2019

Dear Hangar Owners and Tenants,

For those of you I haven't had the pleasure of meeting in person yet, my name is Kip Turner and I look forward to meeting and talking with each of you! I came on-board as the new Director for Ventura County Department of Airports in April of this year. I am a private pilot and feel blessed to have an opportunity to work in a career that I have a passion for and in a place as wonderful as Ventura County!

We have a lot of exciting things happening right now with both Airports Oxnard (OXR) and Camarillo (CMA), including: runway reconstruction projects planned for each airport within the next five years; a new hangar complex planned for CMA, tenant discussions regarding lease revisions; and many other things that will hopefully lead to continued vibrant operations at our public airports located in the County.

After starting my new position, I quickly worked to try and better understand COHOTA's concerns related to the Department of Airports (DOA) efforts to transition from month-to-month leases to a term lease format for non-commercial privately owned hangars.

I had the opportunity to have an introductory meeting with COHOTA President Scott Barer on April 26, 2019 just three weeks after starting my new position. We have had two additional meetings since that time of which included Mr. Barer and other COHOTA representatives. Those meetings involved discussion of previously proposed terms and more current terms as now being proposed. Our last meeting was this past Thursday, September 26th.

It has been and remains to be the County's hope to find common ground while simultaneously understanding the needs of both the DOA, and the concerns of the COHOTA group and private hangar owners.

As you are aware, there have been many on-going discussions for the past three years or so, which have included efforts to seek feedback from existing non-commercial private hangar owners and tenants leasing County owned hangars based at both OXR & CMA. In addition, multiple tenant notices have been sent, presentations have been given by the DOA/County at CAHOA/COHOTA meetings, and public comments have been received at both the Aviation Advisory Commission and Airports Authorities meetings on multiple occasions, as well as, numerous meetings with CAHOA/COHOTA representatives have been held to gather input and discuss concerns.

As the Department of Airports moves forward with its need to revise old lease formats and convert to the common practice known today by most airports as term leases, there was discussion in the last joint meeting which included what the DOA believes to be a very fair lease proposal to COHOTA and the private hangar owners that are currently located on both airports. That recommended proposal by the DOA staff and related discussion, **which would not become a valid proposal until it is voted on and implemented by the County of Ventura Board of Supervisors**, included some of the following highlights:

- 15-year term with a five-year option for renewal (**20 yrs. total**) for existing private non-commercial hangar owners. County owned hangars would most likely remain on a month-to-month lease format like what is in place today.
- There would be **no reversion** clause for existing non-commercial privately-owned hangars during the term proposed herein for those choosing this proposal.
- Existing private non-commercial hangar owners that choose this lease proposal would have the opportunity at the end of their lease to do one of the following:
 - o Negotiate a new lease at that time with the DOA
 - o If it is a privately-owned hangar, will have the option to remove their hangar at their expense if so desired to another location or airport
- For existing private non-commercial hangar owners choosing this lease proposal, DOA is proposing to **waive the 2% sales price transfer** fee during the term proposed herein
- **Sub-letting will be allowed** subject to County approval of sub-tenant & sub-lease in writing
- Tenant will be **allowed one vehicle per 1,500 sf** (Boats & RV's excluded)

The Department of Airports believes this to be a very fair lease proposal and excellent terms for COHOTA and existing non-commercial private hangar owners to consider. Again, this proposal, which at this time is only a staff recommendation from the Department of Airports, would require approval of the Ventura County Board of Supervisors before it could be implemented.

We very much appreciate you and are glad that you have chosen to operate on one or both Ventura County owned airports. Our main goals are to promote aviation, ensure safe and compliant airports for all users to enjoy, and maintain a professional operation, all while receiving no tax dollars or revenues from County, State, or Federal organizations for operations.

The DOA will now continue efforts to finalize its new term lease format which will then be used for new entrants desiring to base aircraft at one of our airports. Concurrently, the DOA will illustrate the highlights noted herein in a separate proposed lease that will only be offered to existing non-commercial private hangar owners if implemented by the Ventura County Board of Supervisors.

Letter to Hangar Owners and Tenants
October 3, 2019
Page 3

Once this process has been completed and the new lease(s) are formally implemented by the County, the DOA will then send out a 90-day notice to the tenants that currently lease space for private owned hangars. As you may be aware the current lease only provides a 30-day notice, however we want to put our best foot forward in partnering with COHOTA and our existing private hangar owners in every way and feel the 90-day notice will help those still deciding which lease format best suits their needs.

I'm looking forward to meeting and getting to know all of you and please don't hesitate to let me know if I can be of any assistance at any time.

Sincerely,

A handwritten signature in black ink, appearing to read "Kip Turner", with a long horizontal flourish extending to the right.

Kip Turner, C.M.
Director of Airports