



City of Rochelle
Superintendent of Streets,
Cemetery & Airport

Memo

To: Dave Plyman
From: Don Elliott
Date: December 5, 2011
Re: Rochelle Avionics, Inc. Agreement

On November 9, 2009 the City of Rochelle entered into a 5 year Limited Fixed Base Operator Agreement with Rochelle Avionics, Inc. to provide FAR part 43, 65 and 145 aircraft maintenance services with their primary focus being avionics. The agreement provided certain start-up incentives which included the first 2 years with no lease payment along with structured utility costs which now are at 100% with pro-rated charges based on their specific sq/ft use of the facility.

During the first 2 years Rochelle Avionics has met every contract obligation, maintained regular hours, provided quality customer service, hired one full time office manager, one part time avionics technician and literally invested their life savings to build and grow a successful operation. Both Scott Rosanas and myself have met with Jeremy Sells and discussed their operation, financial history and future business relations and both agree that they are working in the right direction to continue to overcome a difficult economy, especially in the general aviation market along with establishing a new start up operation.

The ability to have an FAA certified avionics repair station service provider will continue to attract business and aircraft owners to Rochelle Municipal Airport allowing us to offer additional competitive services such as fuel, storage and maintenance while also promoting Rochelle and local businesses.

Rochelle Avionics, Inc. president Jeremy Sells has asked the City of Rochelle to consider an additional year with no lease payment which would allow them to continue to build a solid, financially stable operation with no other changes to the agreement.

Based on their dedication, investment, financial statement and signs of positive growth we are asking Council to consider a one year extension with no lease payment until October 31, 2012 with no other changes to the agreement.