



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 8

Agenda Date: June 1, 2023

In Control: City Council A Session

DEPARTMENT: Aviation Department

DEPARTMENT HEAD: Jesus H. Saenz Jr.

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Lease Agreement with SSF Services, LLC, dba Trailblazer Cafe at the Stinson Municipal Airport

SUMMARY:

This ordinance approves a lease and concession agreement with SSF Services, LLC, dba Trailblazer Cafe to operate the Trailblazer Cafe within the terminal building at Stinson Municipal Airport for a term of five years. The tenant will utilize 2,570 square feet for the cafe and storage space. Eight Percent of gross receipts from food and non-alcoholic beverage sales, ten percent of gross sales from alcoholic beverages, and five percent of merchandise sales will be deposited monthly into the Airport Operating and Maintenance Fund as non-aeronautical revenue. It is estimated that this agreement will generate \$24,000.00 in annual revenue.

BACKGROUND INFORMATION:

Trailblazer Cafe opened in January 2023 under a short-term lease agreement to allow the tenant to initiate operations while the negotiation of the long-term lease agreement was finalized. Trailblazer Cafe is a scratch kitchen cafe which does not serve food made from frozen or processed foods. Trailblazer Cafe offers breakfast, lunch and dinner offerings seven days a week. Breakfast offerings include tacos and muffins, while lunch and dinner options include sandwiches, salads

and burgers. The Cafe is a participant in both the Ready to Work SA and Alamo Workforce Solution programs.

ISSUE:

This ordinance approves a lease and concession agreement with SSF Services, LLC, dba Trailblazer Cafe to operate the Trailblazer Cafe within the terminal building at Stinson Municipal Airport for a term of five years. The tenant will lease 2,570 square feet consisting of:

- Suite 106, 689 square feet
- Suite 107, 1,752 square feet
- Storage space, 129 square feet

Revenues including eight percent of gross receipts from food and non-alcoholic beverage sales, ten percent of gross sales from alcoholic beverages, and five percent of merchandise sales will be deposited monthly into the Airport Operating and Maintenance Fund as non-aeronautical revenue. The term of the agreement is for five years. It is estimated that this agreement will generate \$24,000.00 in annual revenue.

ALTERNATIVES:

City Council could elect to not approve the lease and concession agreement with SSF Services, LLC, dba Trailblazer Cafe which would require the tenant to close its cafe and the City to identify a new tenant for the space.

FISCAL IMPACT:

This ordinance approves a lease and concession agreement with SSF Services, LLC, dba Trailblazer Cafe to operate the Trailblazer Cafe within the terminal building at Stinson Municipal Airport for a term of five years. Eight Percent of gross receipts from food and non-alcoholic beverage sales, ten percent of gross sales from alcoholic beverages, and five percent of merchandise sales will be deposited monthly into the Airport Operating and Maintenance Fund as non-aeronautical revenue. It is estimated that this agreement will generate \$24,000.00 in annual revenue.

RECOMMENDATION:

Staff recommends approval of the lease and concession agreement with SSF Services, LLC, dba Trailblazer Cafe at Stinson Municipal Airport.