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## **AGENDA ITEM**

DATE: October 6, 2025  
MEETING DATE: October 21, 2025  
SUBJECT: ABY Airport Strategic Business Plan  
PRESENTED FOR: Decision:  Information:   
PRESENTER(S): Destin Adams, Buyer, Finance  
Roberto Pagan, Superintendent of Operations, Airport

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### **History/Facts and Issues:**

Woolpert, Inc., Dayton, OH, Total exp.\$117,801.

RFQ #26-009 was advertised in the Albany Herald, on local access channel 16, on social media, and in the Georgia Procurement Registry. Six vendors were directly solicited, and five proposals were submitted. The proposed services will include a five-year strategic business plan for the 2026-2031 period that will evaluate the Airport's existing business practices, assess market opportunities, and promote long-term financial sustainability. Woolpert, Inc. was selected via the PAG committee. Transportation Director David Hamilton concurs with this recommendation.

The Strategic Business Plan is necessary to help the SWGA Regional Airport remain competitive, efficient, and responsive to the needs of local and regional communities. The plan will help the Airport maximize land use and generate revenue by attracting aeronautical/non-aeronautical revenue opportunities.

### **Options/Pros and Con:**

Pros:

- The strategic plan will provide a clear vision and direction for the Airport, prioritize infrastructure investment, identify funding opportunities, and develop a path to enhance economic development around the Airport.

Con:

- The plan will identify projects that require local revenue to be budgeted in anticipation of future grants, should such grants be awarded.

### **Recommended Action:**

Approval.

### **Fiscal Impact/Funding Source:**

\$117,801/100% reimbursable with CFC Revenue.