

Department of Port Control

Ordinance No.: 470-2024

EXECUTIVE SUMMARY

The Department of Port Control is requesting approval to enter into a ground lease with SureWx, Inc. for the use and occupancy of certain City-owned property located at 5300 Riverside Drive on Airfield, Cleveland, Ohio 44135 at Cleveland Hopkins International Airport (CLE), for a period of five (5) years, with two (2) five-year options to renew, exercisable by the Director of Port Control.

Background/Purpose:

The Department, in collaboration with United Airlines - a signatory airline at CLE - is requesting approval to place a weather station to facilitate more efficient and environmentally sustainable winter operations on the airport grounds generally located near the airfield.

SureWx, Inc. ("SureWx") is the current provider to United Airlines of a proprietary winter data service used to conduct aircraft de-icing more efficiently. SureWx is a small-scale but impactful niche aviation software and technology company based in Montreal, Canada, with offices in the US and EU. SureWx has a global customer base of over 70 airlines spanning from North America to Asia. The primary mission of the company is a focus on providing fully automated winter operations solutions and holdover time solutions for the flight deck and airline back office.

SureWx provides significant operational and environmental sustainability benefits to airline customers as well as host airports, including:

1. Departure ability in otherwise restricted weather conditions
2. Increases in aircraft throughput
3. Reductions in the utilization of de-icing fluids
4. Reductions in emissions from idling aircraft

Scope:

The following are the material provisions to be contained in the Lease:

- (A) The Director of Port Control is authorized to enter into a ground lease for the use and occupancy of an area with a footprint of approximately 25 ft x 15 ft and 10 ft x 10 ft located at CLE. The Leased Premises shall be used as a foundation for the installation of a weather station.
- (B) SureWx shall pay the City an annual rental rate based on a third-party appraisal for fair market value at a per square foot rate. The rental amount will be adjusted

annually based on the United States Department of Labor, Consumer Price Index: "All Urban Wage Earners and Clerical Workers (CPI); however, never lower than the rate during the initial term. The rent is payable in twelve (12) equal monthly installments.

- (C) The Lease may authorize the Lessee to make improvements to the leasehold premises subject to the approval of appropriate City agencies and officials.
- (D) The Lease shall contain such additional provisions as the Director of Law deems necessary to benefit and protect the public interest.
- (E) The Director of Port Control, the Director of Law and other appropriate City officials are authorized to execute any other documents and certificates and may take any other actions which may be necessary or appropriate to affect the Lease authorized.

Schedule or Term of Contract:

The Department is requesting a term of five (5) years, with two (2) five-year options to renew, exercisable by the Director of Port Control.

Justification /Urgency:

Use of this land and facility by United is necessary in order to support its aircraft operations, SureWx will provide CLE electronic data solutions for aircraft ground deicing and airport winter operations. Finally, the deployment of the SureWx weather station will enable significant operational and environmental sustainability benefits for CLE.

Anticipated Cost:

None.

Employee Demographics:

Total number of SureWx - CLE employees - 0
Number of employees that are minorities (BIPOC) – 16%
Number of employees that are women – 26%.
Number that are City of Cleveland residents - 0