

# City hires airline consultant



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By TIM JAMISON, tim.jamison@wfcourier.com | Posted: Tuesday, October 19, 2010 5:00 pm | (30) Comments

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WATERLOO , Iowa--- The city has hired a consultant to help improve air service at Waterloo Regional Airport.

City Council members voted unanimously Monday to approve a one-year, \$24,000 contract with Trillion Aviation to help attract additional carriers and negotiate for more flights to Waterloo's runways.

Airport Director Brad Hagen said the Austin, Texas-based Trillion has the technical expertise, can provide airline specific data, has contacts and can help negotiate incentive packages to lure additional flights.

Hagen noted low-fare carrier Allegiant Air is one targeted service provider. The city, Greater Cedar Valley Alliance and Chambers of Commerce have been in discussions with Allegiant for several years about providing passenger flights between Waterloo and Chicago.

Currently Delta Airlines provides three daily flights between Waterloo and Minneapolis.

The Iowa Department of Transportation is providing a \$19,200 grant to help pay for the Trillion contract. The city is using \$4,800 in hotel-motel tax revenue to cover the balance.

In other business, council members:

- Unanimously approved issuing \$10 million in Midwestern Disaster Area Revenue Bonds to finance KNK Enterprises' renovation and expansion of the former Econo Foods site at 1411 Flammang Drive. Dick's Sporting Goods has moved into the store, but a 30,000-square-foot expansion with more storefronts is scheduled.
- While the city is required to issue the bonds, it is not legally obligated to pay off the bonds should the investor default.
- Delayed a previously planned vote on setting a policy for selling abandoned homes the city acquired through court orders.

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Posted in Govt-and-politics on Tuesday, October 19, 2010 5:00 pm Updated: 8:58 am. | Tags: Waterloo Regional Airport, Waterloo City Council, Trillion Aviation, Brad Hagen, Delta Airlines

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