

RESOLUTION NO. 28330

WHEREAS, Los Angeles World Airports management presents for approval, Second Amendment to Service Agreement 4700002281 with Merchant Aviation LLC to extend the term through October 5, 2029 and add \$650,400 in contract authority, for new total not to exceed \$1,250,400, covering professional and expert air service development consulting services for Los Angeles World Airports; and

WHEREAS, Merchant Aviation LLC (Merchant Aviation) is a full-service aviation consulting firm specializing in airport development and capital improvement programs. The firm provides strategic planning, design, construction, operational, and financial advisory services aimed at improving passenger experience, operational efficiency, capacity management, and revenue performance. Its principals have experience working at more than 50 airports worldwide; and

LAX

Van Nuys

City of Los Angeles

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John Ackerman  
Chief Executive Officer

WHEREAS, to date, Merchant Aviation has:

- Conducted an analysis of Los Angeles International Airport (LAX) transfer passengers and identified opportunities to expand transfer business.
- Assisted Los Angeles World Airports (LAWA) staff at the *Routes World* conferences in 2023, 2024, and 2025.
- Represented LAWA at the *Routes Americas* conference in 2024 and assisted LAWA staff at the *Routes Americas 2025* conference.
- Provided supportive documents to LAWA for presentations to airlines.
- Identified new, unserved and priority underserved markets for LAX.
- Analyzed and recommended changes to the LAX Airline Service Incentive Program.
- Developed a comprehensive air service development strategy for LAX; and

WHEREAS, Merchant Aviation's agreement was established in October 2023 with a term of twelve (12) months and for amount not to exceed \$150,000. By Resolution 27987, the Board of Airport Commissioners approved the First Amendment to the agreement increasing the contract authority to amount not to exceed \$600,000 and extending the term through October 5, 2026; and

WHEREAS, the Second Amendment will help LAWA stay proactive in air service development by understanding the air travel market, maintaining existing routes, identifying potential new routes, and marketing LAX to selected airlines; and

WHEREAS, if the amendment is not approved, LAWA will be unable to effectively analyze air service trends and impacts; develop presentations for prospective new airlines to establish service at LAX; and identify new airlines with great potential for successful new routes to LAX's priority international markets. LAWA does not currently have staff with the experience, expertise or qualifications required to conduct the services provided by Merchant Aviation, who can perform the services more economically or feasibly than employees; and

WHEREAS, funds for the agreement are available in the Fiscal Year 2025-2026 LAWA Operating Budget in Cost Center 1160149 – Air Service and Business Development, Commitment Item 520 – Contractual Services. Funding for subsequent years will be requested as part of the annual budget process; and



WHEREAS, actions taken on this item by the Board of Airport Commissioners will become final pursuant to the provisions of Los Angeles City Charter Section 373;

NOW, THEREFORE, BE IT RESOLVED that the Board of Airport Commissioners hereby adopts the staff report; further adopts staff's determination that the requested action is exempt from the California Environmental Quality Act (CEQA) pursuant to Article II, Section 2.f of the Los Angeles City CEQA Guidelines; approved the Second Amendment to Service Agreement 4700002281 with Merchant Aviation LLC to extend the term through October 5, 2029 and add \$650,400 in contract authority, for new total not to exceed \$1,250,400, covering professional and expert air service development consulting services for Los Angeles World Airports; and authorized the Chief Executive Officer, or designee, to execute said Second Amendment to Service Agreement 4700002281 with Merchant Aviation LLC subject to approval by the Los Angeles City Council and approval as to form by the City Attorney.

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I hereby certify that this Resolution No. 28330 is true and correct, as adopted by the Board of Airport Commissioners at its Special Meeting held on Tuesday, March 10, 2026.

  
Grace Miguel – Secretary  
BOARD OF AIRPORT COMMISSIONERS