

15th October, 2022

Mr Vernon Lawrence
CEO
SWEK
Kununurra
WA 6743

RE: Kununurra Car Rental

Good afternoon, Vernon,

As Requested, I am writing to request a variance on the current lease at Kununurra Airport Lounge. Over the past 9 month it has become evident that there is additional need for car hire, not only within the Airport but within Kununurra for Local residents.

One example would be Guests transferring to Berkley River Lodge, they are often waiting for up to 5 hours in the Lounge area waiting to be transferred to there destination. The service I can offer that the other car rental companies cannot is car hire on an hourly basis. This extends the guest experience allowing them to see more of the region IE Lunch at Lake Argyle – Tour & lunch at the Rum Distillery or a trip to the Sandel wood store. This additional exposure allows local business operators the opportunity to sell their products.

Delayed Flights,

on many occasions there have been up to 60 guests delayed for hours waiting for delayed flights, many have been with families, and they have no way of feeding their children. Having a car hire business by the hour would allow them to make a trip into town to purchase supplies for their need.

The business for the most part will be internet based, Clients will fill out the application online with full payment taken on the day of pickup, all they need to do is depart the plane, pick up the key from the café area and do the same on return. I have already negotiated with Gary Wright to lease car spaces within the Airport car park @ \$125.00 per space per month.

As a professional courtesy I have spoken to all three Car rental providers within the Airport, and all have been supportive stating that they cannot keep up with demand during the Tourist season and happy to support my new venture. I have purchased 3 new cars and ordered another 3 for delivery in March 2023 for the Tourist season.

I am requesting Council support and happy to pay any legal cost incurred in amending the current lease. I am also happy to discuss an amendment to the financial remuneration against the current lease.

Please note: Discussions have been on going with the Airport Manager for approx. 6 weeks It was only on Monday when I was to sign the car park lease that I was informed that the entire project had

to be approved by Council, had I been made aware of this I would have contacted you for the beginning.

I have currently outlaid \$75,000.00 and need the business up and running ASAP in order to achieve a return on investment.

I look forward to a positive outcome and a strong working relationship moving forward.

Kind Regards,

Tim McClintock

Director
Kununurra Car Rental