FOUR CORNERS REGIONAL AIRPORT
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AGENDA

City of Farmington
Airport Advisory Commission

October 11, 2016

AIRPORT DIVISION; GENERAL SERVICES DEPARTMENT

A G E N D A

Airport Advisory Commission
Executive Conference Room – 800 Municipal Drive
October 11, 2016, at 4:00 p.m.

ITEM		PAGE
1.	Call Meeting to Order	
2.	Approval of Agenda	
3.	Approval of Minutes from the September 13, 2016 Airport Advisory Commission Meeting	1
4.	Operations Report	5
5.	Business from: Chairman Members Staff Floor	
7.	Adjournment	

For information regarding any item scheduled on this Agenda, please contact the Airport Manager's Office at (505) 599-1394.

ATTENTION PERSONS WITH DIABILITIES: The meeting room and facilities are fully accessible to persons with mobility disabilities. If you plan to attend the meeting and will need an auxiliary aid or service, please contact the City Clerk's Office at 599-1106 or 599-1101 prior to the meeting so that arrangements can be made.

M I N U T E S
AIRPORT ADVISORY COMMISSION
September 13, 2016

The Airport Advisory Commission of the City of Farmington met on Tuesday, September 13, 2016, at 4:00 PM, in the Executive Conference Room in the Municipal Building, 800 Municipal Drive, Farmington, New Mexico.

Members Present:	Steve White Theresa Pacheco Wayne Mangum Tony Bennett
Members Absent:	Chairman Richard Neely John Arrington
Staff Present:	Russel Frost Jody Carman Mike Lewis Julie Baird
Others Present:	Felicia Bekis– Atlantic Aviation Dylan Garrison – Vernon Aviation George Riley – Vernon Aviation Mike Arnold – Vernon Aviation Savannah Gill - Enterprise

Call to Order

The meeting was called to order at 4:00 p.m. by Tony Bennett, there being a quorum present; the following proceedings were duly had and taken.

Approval of the September 13, 2016 Agenda

A motion was made by Tony Bennett and seconded by Wayne Mangum to approve the agenda and passed unanimously by a vote of 4-0.

Approval of the Minutes of the August 9, 2016 Regular Meeting of the AAC

Tony Bennett asked if anyone noted the need for any changes or additions to the minutes from August 9, 2016. All were in favor of accepting the minutes as presented. A motion was made and seconded to approve the minutes of the August 9, 2016, regular meeting of the Airport Advisory Commission and passed unanimously by a vote of 4-0.

Operations Report

Mike Lewis presented the statistics from the September 13, 2016 agenda.

In conjunction with the enplanement chart, Mike Lewis noted that Great Lakes is putting on more flights in October, 2016 and that the enplanement statistics would soon rise. He said that he would discuss more on that subject later.

Wayne Mangum asked Mike Lewis if the Great Lakes airplanes seated nine (9). Mike responded that the airplanes are Beechcraft 1900D that did seat nine (9). Also, Wayne Mangum inquired about the added Great Lakes flights and if they would keep a steady schedule. Mike explained how there won't be a pilot shortage when Great Lakes operates more flights in October. This is a result of Great Lakes pulling out of Essential Air Service Subsidy (EAS) airports.

Tony Bennett asked about the possibility of bringing other airlines into Farmington, specifically Boutique. Mike responded that Boutique would need federal funding for that scenario.

Steve White asked about the status of Guidance Aviation. Mike responded that San Juan College was still in the RFP process. San Juan College is assembling an advisory board to help the school move forward. Mike discussed the current timeline reality by mentioning that the original goal for January Guidance Aviation School startup may not be met.

Mike presented his list of items which included:

1. Great Lakes will be running 15 flights a week starting October 1, 2016. Mike presented the schedule in short that there would be twelve (12) flights to Denver and three (3) flights to Phoenix per week. Mike also presented airport plans to promote the additional Great Lakes flights including Facebook, web pages, and ads.

2. The erosion control construction will start early October, 2016.

3. Mike mentioned that there was an article in the Sunday Daily Times about airport grants.

4. Four Corners Regional Airport is ready for snow removal.

5. Four Corners Regional Airport had a visit by Senator Heinrich's staff, Jim Dumont and Dominic Saavedra. They indicated to Mike Lewis that they will push for funding in the future.

6. Four Corners Regional Airport is ready for snow removal.

7. Cortez and Alamosa Airports awarded Denver flights to Boutique. Penn Air was awarded to Dodge City and Liberal, Kansas, North Platte, Kearney, and Scottbluff.

8. The Gate for City of Farmington access on the north end of the airport is complete, and the arroyo is starting to be filled.

Business from the Chairman:
Tony Bennett asked if there were any questions for Mike Lewis from the board or from the floor. Wayne Mangum asked about exemption award dollars and the bill schedule. Mike Lewis explained that we will spend the $150,000 left in our accounts and utilize the million dollars that will come our way next year.

Tony Bennett mentioned the Aztec fly-in venue held at the Aztec Airport on September 10, 2016. He indicated that we should do something like that here. Mike mentioned that possibly Four Corners Regional Airport might host a fly-in or air show this fall. We could put together a committee to help organize an event here in Farmington.

Business from the Floor:
Tony Bennett asked if there were any questions for Mike Lewis from the board or from the floor.

George Riley from Vernon Aviation asked if there was any guarantee that Great Lakes flights might be consistent. Mike responded that the pilot shortage may not be as bad since Great Lakes is not operating in as many cities as in the past.

George Riley inquired about the possibility of putting up a security fence inside the fence by his hangar. He has had 35 charter enplanements. His customers are parking out front of the hangar. Mike mentioned that we are working on having police presence to patrol ramp, in conjunction the Airport has put together a safety slide presentation. George Riley was given permission to build his security fence.

George Riley introduced new pilot Mike Arnold Jr. and spoke about his qualifications. He also presented future plans for Vernon Aviation. Vernon currently has a consistent schedule for charter flights flying regularly. Vernon is offering flights to Las Vegas from Farmington or Durango for 3 days and 2 nights at a

cost of $4,400.00. His airplanes are Cessna 414's which can carry five (5) passengers with medium weight luggage. Vernon may possibly include Albuquerque flights in the future. Durango charges approximately $840 for each round trip flights to Las Vegas. Vernon now has a special limited time offering flight cards available to customers which offers ten (10) flight hours for the price of nine (9) flight hours. That is a $1,000.00 value!

George Riley introduced new pilot Mike Arnold and spoke about his qualifications. He also presented future plans for Vernon Aviation. Vernon currently has a consistent schedule for flights flying regularly and carrying freight. Vernon will offer Friday afternoon flights to Las Vegas and fly back again on Sunday. His airplanes are Cessna 414 which can carry five (5) passengers. He feels he needs to build more clientele before he promotes Las Vegas flights. Vernon may possibly include Albuquerque and Durango in the future. Durango charges approximately $840 for round trip flights to Las Vegas. Vernon Aviation plans to offer comparable pricing. Vernon now has a special flight card available to current customers which offers ten (10) flight hours for the price of nine (9) flight hours. That is a $1,000.00 value!

Tony Bennett asked if there was any more news from the floor. There was none.

Adjournment:
There being no further business to come before the Commission, the meeting was adjourned by Tony Bennett at 4:23 p.m.

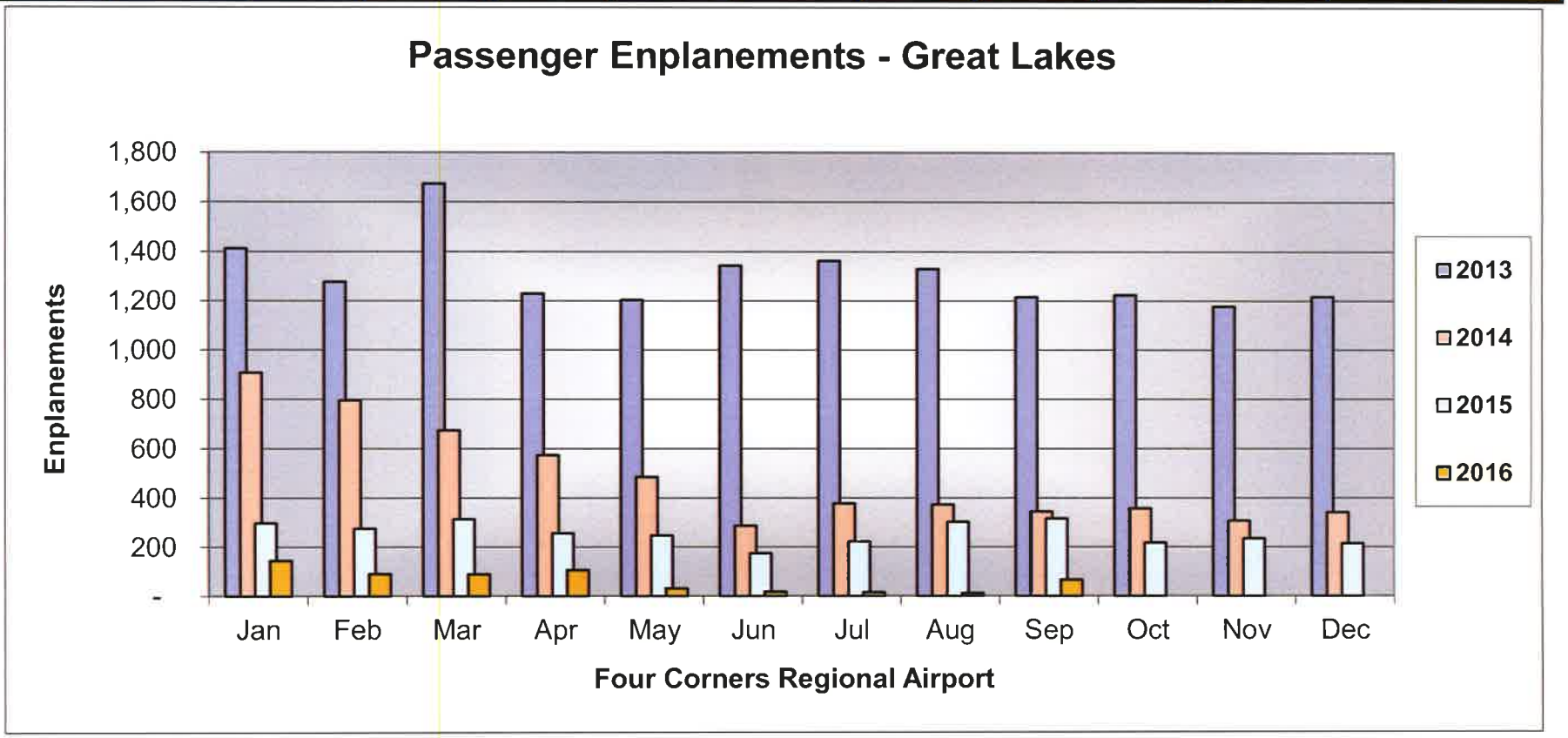
Richard Neely - Chairman

Jody Carman – Administrative Aide

OPERATIONS REPORT

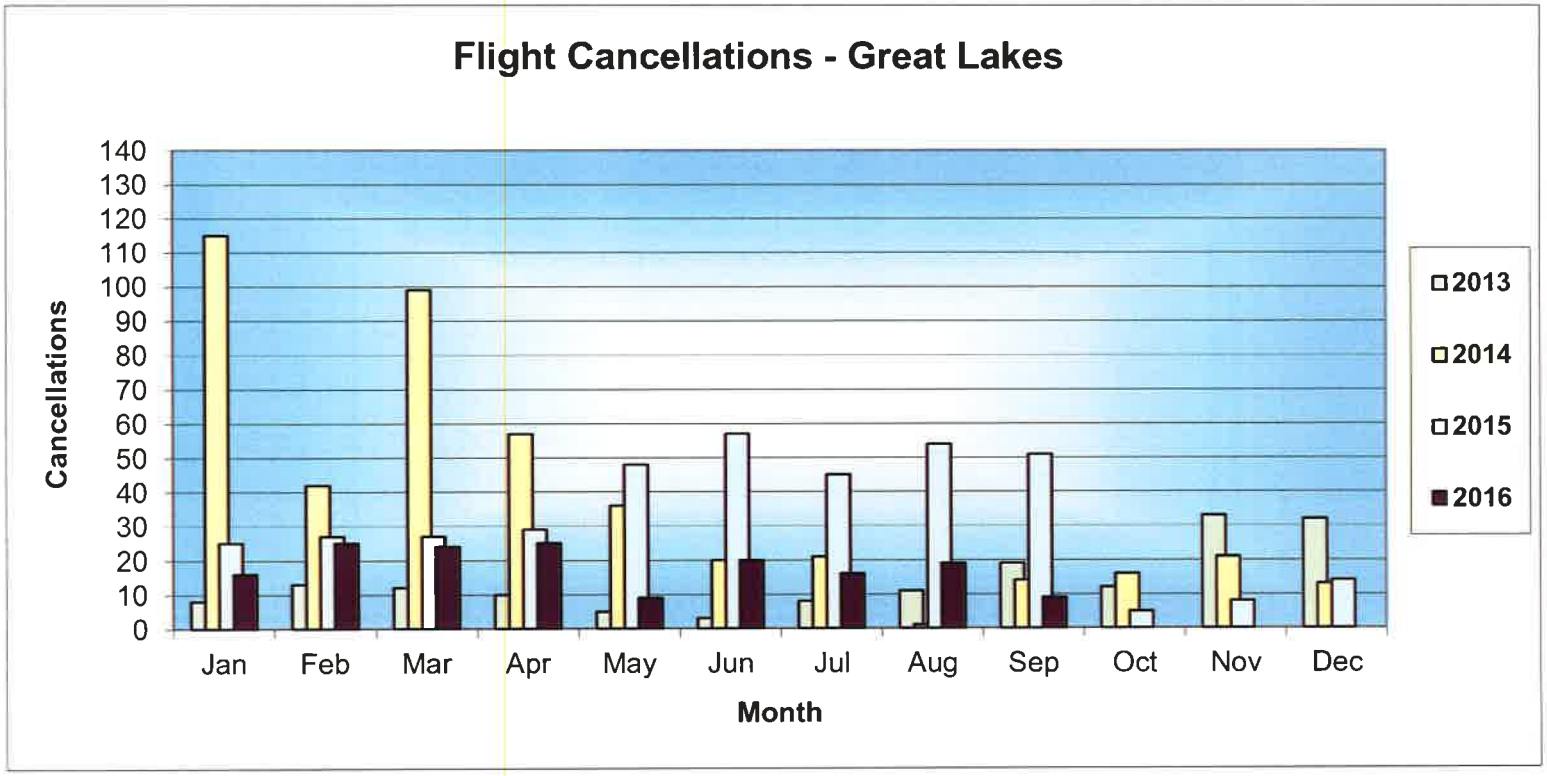
OCTOBER 2016

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	1,412	1,277	1,674	1,230	1,203	1,343	1,362	1,329	1,216	1,224	1,178	1,217
2014	908	795	674	574	485	286	377	372	344	356	307	341
2015	297	275	313	256	246	174	223	302	316	217	234	214
2016	**144**	**90**	**89**	**106**	**31**	**17**	**15**	**12**	**66**			



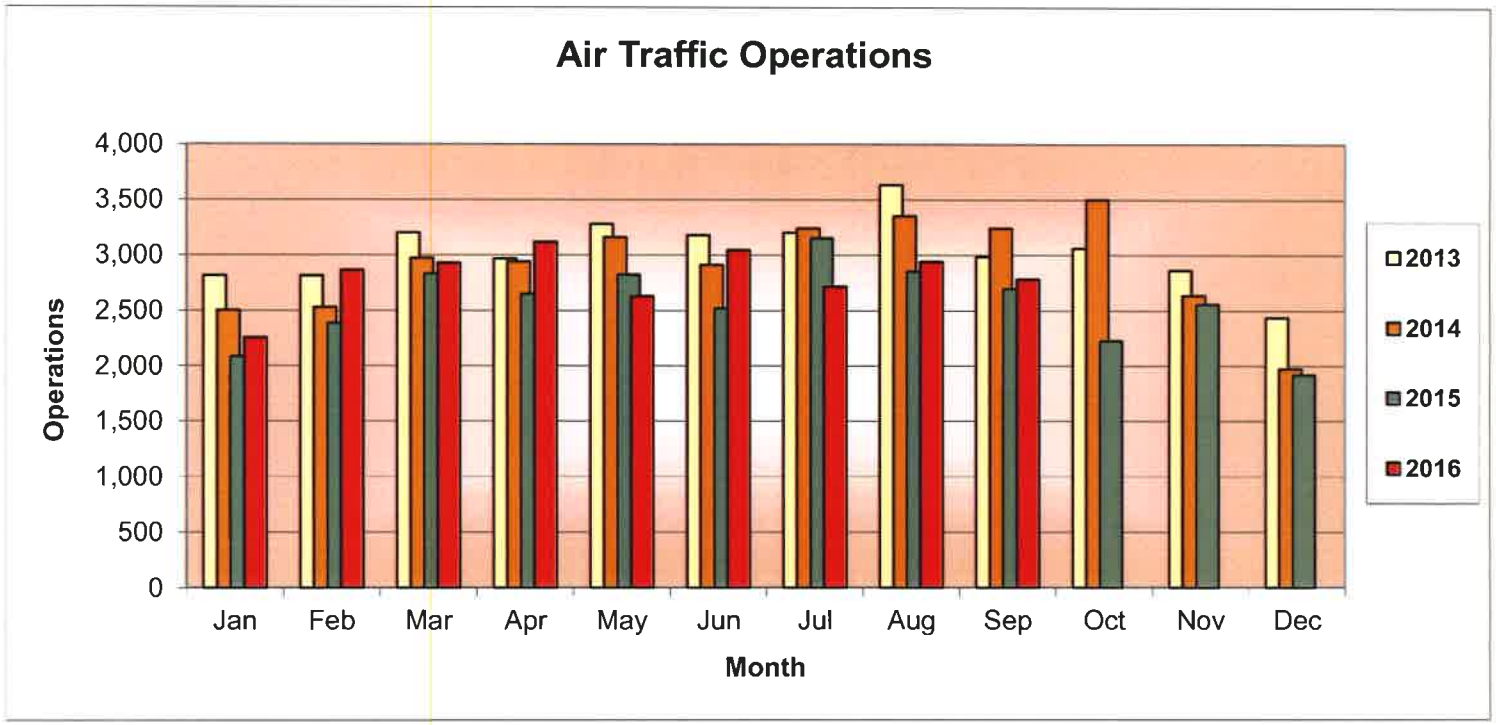
2013 15,665	2014 5819	2015 3,067	**2016 570**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	8	13	12	10	5	3	8	11	19	12	33	32
2014	115	42	99	57	36	20	21	1	14	16	21	13
2015	25	27	27	29	48	57	45	54	51	5	8	14
2016	**16**	**25**	24	25	9	20	16	19	9			



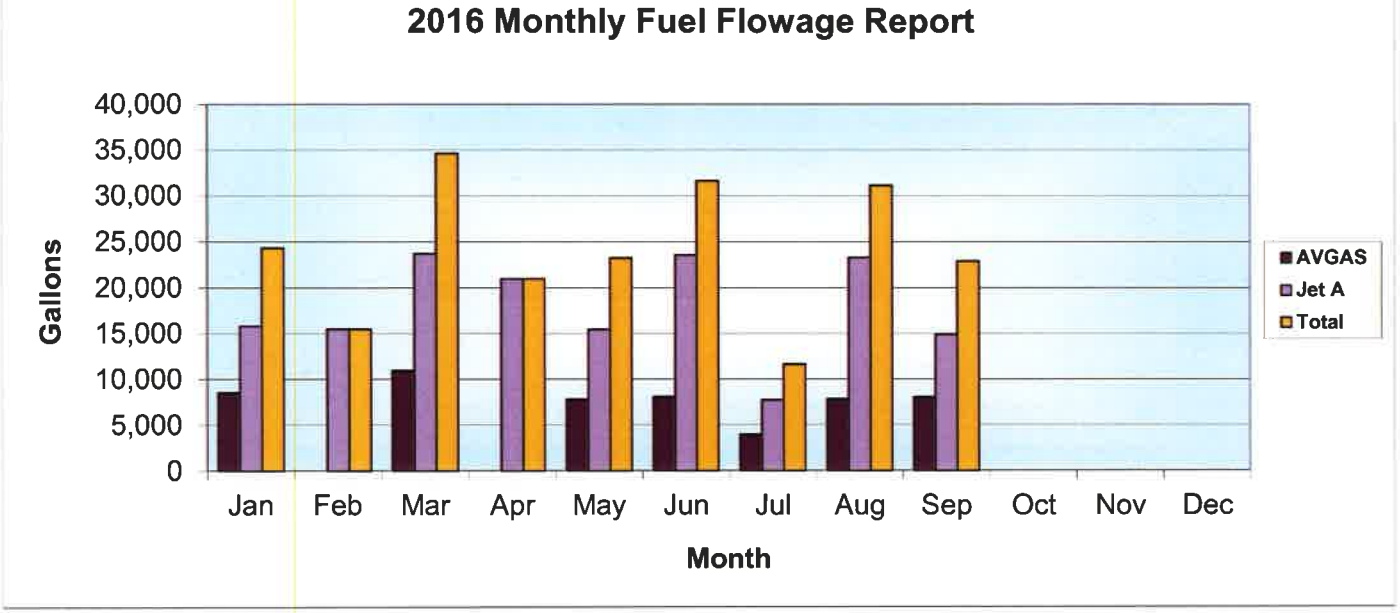
2012	89	2013	166	2014	455	2015	390	**2016**	**163**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	2,818	2,815	3,204	2,970	3,282	3,181	3,202	3,635	2,986	3,061	2,862	2,438
2014	2,505	2,531	2,974	2,942	3,164	2,911	3,241	3,354	3,244	3,500	2,638	1,973
2015	2,086	2,387	2,837	2,651	2,826	2,522	3,154	2,855	2,698	2,230	2,559	1,919
2016	2,256	2,868	2,930	3,118	2,632	3,046	2,721	2,941	2,786	0	0	0



2012	37,384	2013	36,454	2014	34,977	2015	30,724	2016	25,298

2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
AVGAS	8,531	0	10,952	0	7,820	8,090	3,933	7,838	8,032			
Jet A	15,806	15,463	23,704	20,994	15,435	23,564	7,717	23,305	14,882			
Total	24,337	15,463	34,656	20,994	23,255	31,654	11,650	31,143	22,914			

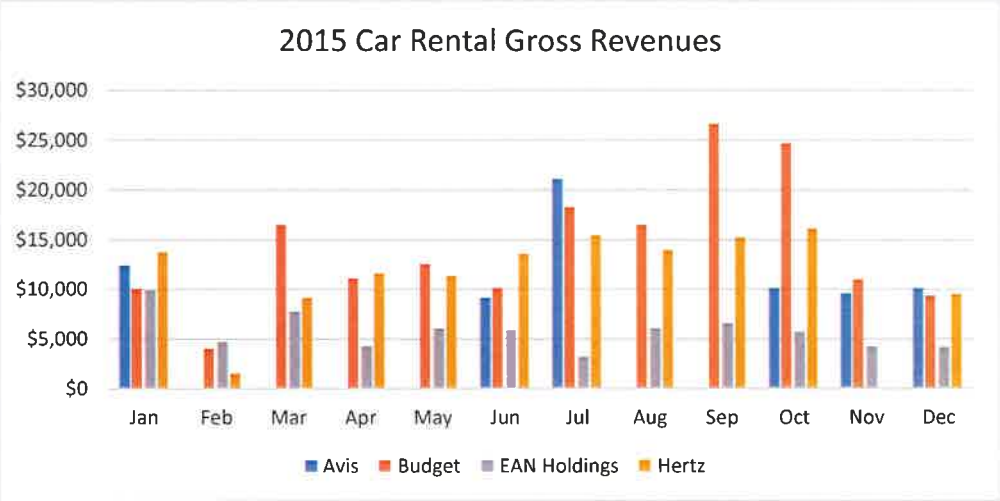


	January	February	March	April	May	June	July	August	September	October	November	December
2012 AVGas	8,120	0	7,470	8,318	4,039	4,133	8,098	13,915	4,000	0	12,160	4,018
Jet A	31,663	47,593	56,240	63,148	55,755	37,666	69,030	46,544	39,293	55,240	47,777	32,328
2013 AVGas	0	8,004	0	8,330	3,942	0	8,317	8,284	12,034	0	8,081	8,522
Jet A	48,574	31,912	62,701	23,571	35,093	38,154	39,334	61,966	30,592	54,542	30,769	47,582
2014AVGas	8,616	0	0	8,235	8,334	0	0	8,050	0	8,183	8,278	8,511
Jet A	32,360	32,272	40,234	46,879	23,529	39,471	31,479	46,946	15,407	46,535	31,279	20,577
2015 AVGas	0	0	7,994	5,134	7,883	7,987	8,501	11,901	0	11,733	0	0
Jet A	23,828	15,829	24,165	31,849	30,800	30,570	31,554	31,314	30,997	23,485	30,241	31,430

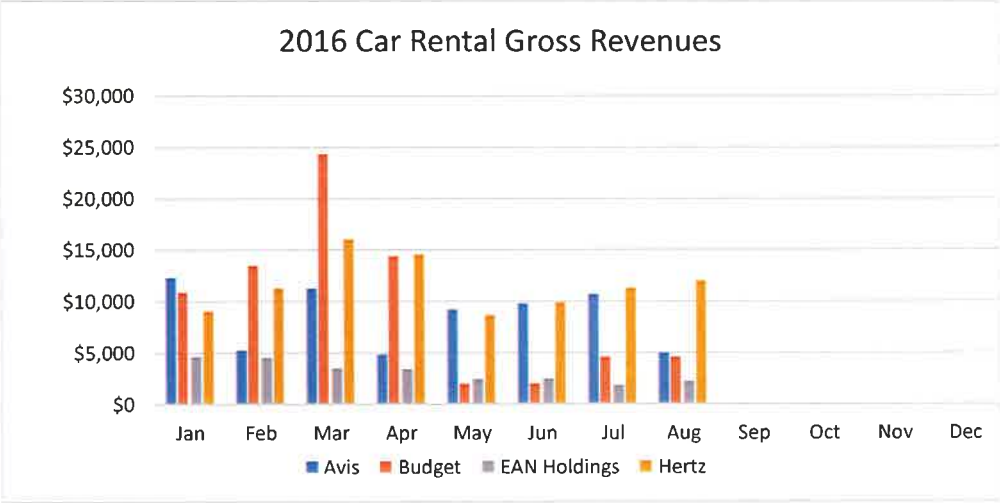
	2012	2013	2014	2015	2016
AVGAS	74,271	65,514	58,207	61,133	55,196
JET A	582,277	504,790	406,968	336,062	160,870
Total	656,548	570,304	465,175	397,195	216,066

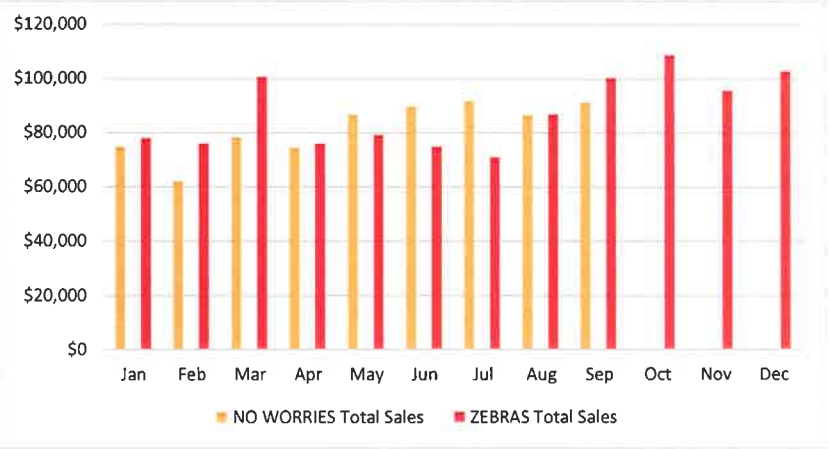
CAR RENTAL GROSS REVENUES

2015	Avis	Budget	EAN Holdings	Hertz
Jan	$12,443	$10,060	$9,891	$13,766
Feb		$4,060	$4,723	$1,574
Mar		$16,482	$7,789	$9,149
Apr		$11,121	$4,278	$11,633
May		$12,560	$6,036	$11,337
Jun	$9,159	$10,145	$5,869	$13,579
Jul	$21,097	$18,297	$3,197	$15,458
Aug		$16,475	$6,058	$13,936
Sep		$26,650	$6,586	$15,247
Oct	$10,127	$24,703	$5,692	$16,147
Nov	$9,561	$11,013	$4,275	
Dec	$10,115	$9,356	$4,214	$9,526
	$72,502	**$170,922**	**$68,608**	**$131,352**



2016	Avis	Budget	EAN Holdings	Hertz
Jan	$12,333	$10,870	$4,631	$9,028
Feb	$5,251	$13,465	$4,550	$11,259
Mar	$11,261	$24,369	$3,518	$16,020
Apr	$4,850	$14,384	$3,442	$14,551
May	$9,216	$1,986	$2,437	$8,638
Jun	$9,816	$2,003	$2,513	$9,861
Jul	$10,672	$4,573	$1,845	$11,261
Aug	$4,954	$4,573	$2,257	$11,981
Sep				
Oct				
Nov				
Dec				
	$68,353	**$76,223**	**$25,193**	**$92,599**



NO WORRIES Total Sales 2016 compared to ZEBRAS Total Sales 2013

2016	NO WORRIES Total Sales	2013	ZEBRAS Total Sales
Jan	$74,819	Jan	$78,032
Feb	$62,080	Feb	$76,122
Mar	$78,345	Mar	$100,762
Apr	$74,355	Apr	$76,036
May	$86,639	May	$79,155
Jun	$89,604	Jun	$74,843
Jul	$91,740	Jul	$70,972
Aug	$86,613	Aug	$86,944
Sep	$91,398	Sep	$100,379
Oct		Oct	$108,853
Nov		Nov	$95,693
Dec		Dec	$102,835
	$735,593		**$1,050,626**