



FOUR CORNERS REGIONAL AIRPORT

800 Municipal Drive • Farmington, NM 87401-2663

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AGENDA

City of Farmington Airport Advisory Commission

February 11, 2020



AIRPORT DIVISION; GENERAL SERVICES DEPARTMENT

A G E N D A

Airport Advisory Commission
Executive Conference Room
800 Municipal Drive
February 11, 2020 at 4:00 p.m.

| ITEM | | PAGE |
|------|---|------|
| 1. | Call Meeting to Order | |
| 2. | Approval of Agenda for February 11, 2020 | 1 |
| 3. | Approval of Minutes from the January 14, 2020 Airport Advisory Commission Meeting | 2 |
| 4. | Operations Report | 4 |
| 5. | Election of Chairman Pro Tem | |
| 6. | Business from: Chairman Members Staff Floor | |
| 6. | Adjournment | |

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

ATTENTION PERSONS WITH DISABILITIES: 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
January 14, 2020

The Airport Advisory Commission of the City of Farmington met on Tuesday, January 14, 2020, at 4:00 p.m., in the City of Farmington Executive Conference Room, 800 Municipal Drive, Farmington, New Mexico.

Members Present:

Mark Gordon
Theresa Pacheco
Richard Roderick
Jon Rudolf

Members Absent:

Richard Neely, Chairman

Staff Present:

Mike Lewis, Airport Manager
Jody Carman, Administrative Aide
Julie Baird, Assistant City Manager

Others Present:

Felicia Bekis, Atlantic Aviation
Marieanna Yazzie, Atlantic Aviation
Bruce Henry, Airport Tenant

Call to Order

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

Approval of the January 14, 2020 Agenda

Theresa Pacheco asked for a motion to approve the agenda for January 14, 2020. She asked if anyone had changes or wanted a discussion. A motion was made by Mark Gordon and seconded by Richard Roderick to approve the agenda for January 14, 2020 and passed unanimously by a vote of 4-0.

Approval of the Minutes from the December 10, 2019, Regular Meeting of the AAC

Theresa Pacheco asked for a motion to approve the minutes from December 10, 2019. She asked if anyone had any changes or wanted a discussion. A motion was made by Richard Roderick and seconded by Mark Gordon to approve the minutes of the December 10, 2019 regular meeting of the Airport Advisory Commission and passed unanimously by a vote of 4-0.

Operations Report

Mike Lewis presented the statistics as they appear in the agenda, noting this report was the end of the year numbers. He updated late submitted numbers from No Worries gross revenues and Atlantic Aviation fuel flow. No Worries December gross revenues were \$97,434.00 and December fuel flow was 4,947 gallons for AV Gas and 20,046 gallons for Jet A for a total of 24,993 gallons. Mark Gordon inquired why there was such an increase in monthly operations. Mike Lewis explained the University of North Dakota was utilizing the airfield for training. Military and transient air traffic could also be contributing to higher numbers. Additionally, Guardian Air and San Juan Regional Medical Center Air Care has been very active of late.

Additional Operations Information

Mike Lewis reported on additional operational items not listed in the agenda.

1. With Johnny Arrington's retirement from the Airport Advisory Commission, we will need to elect a new Pro-tem AAC member. This action item will be on the February agenda for a vote.
2. Tonight, at the City Council Meeting, Jonathan Rudolf will be appointed from alternate to a regular member of the Airport Advisory Commission.

3. Construction is currently on hold until March 2, 2020 and will continue until May 4, 2020. Freezing cold makes current construction efforts difficult. It was noted Runway 5-23 is still not open as an updated lighting system is not yet installed.
4. All tenants are invited to the annual Runway Safety Action Team Meeting, along with a short presentation for Storm Water Prevention Training (18 slides) on Friday, February 7, 2020 at 11:00 a.m.
5. Four Corners Regional Airport anticipates Sky West for a June 2020 or fall 2020 start date. Mike added they are enthusiastic, but he explained they might wait until fall in order to determine where they will schedule and locate their aircraft.

Richard Roderick asked about George Riley and Hangar 9 status. Mike responded it has been quiet in that arena. Guardian Air may expand into the larger Hangar 9 space in the near future. Mike Lewis explained he is holding off on following up with George Riley, in order to give all parties time to work things out. Guardian Air is based in Utah and if they occupy the large side of Hangar 9, they could bring in 15 to 20 more staff.

Business from the Chairman:

Theresa Pacheco said she had no business, questions, or comments at this time.

Business from the Members:

Theresa Pacheco asked if there were any more questions from the members. There were no questions or comments.

Business from the Staff:

Theresa Pacheco asked if there were any more questions from staff. There were no questions or comments.

Business from the Floor:

Theresa Pacheco asked if anyone from the floor had something to say. There were no questions or comments.

There being no further business to come before the Commission, the January 14, 2020 meeting was adjourned by Theresa Pacheco, the motion was made by Mark Gordon and seconded by Richard Roderick at 4:20 p.m.

Richard Neely – Chairman

Jody Carman – Administrative Aide

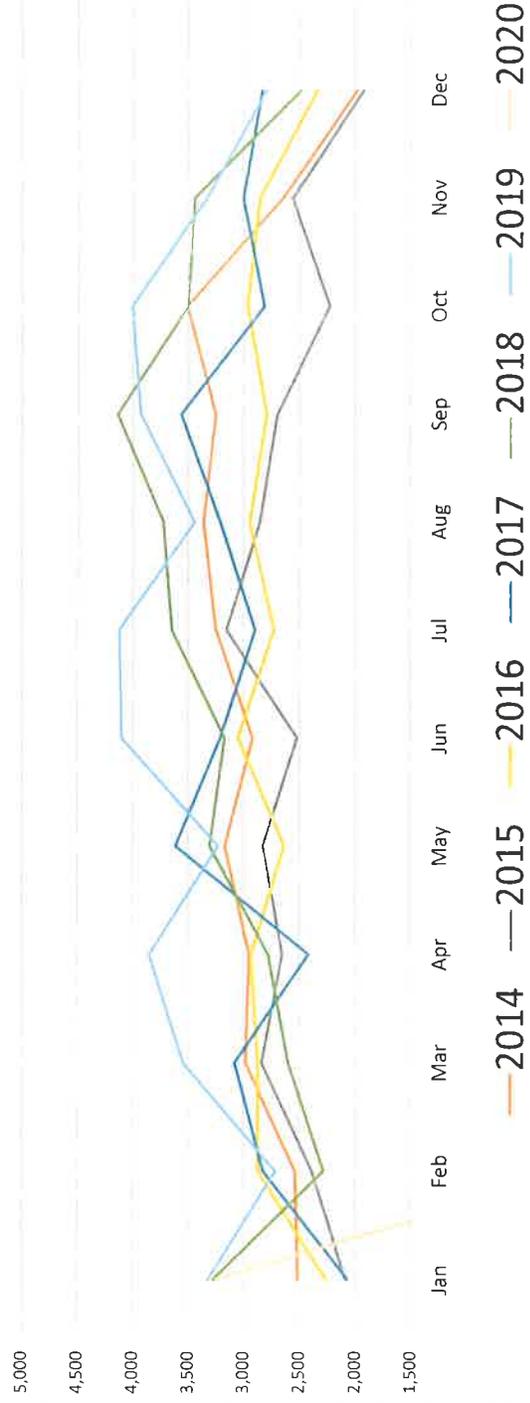
OPERATIONS REPORT

FEBRUARY 2020

Air Traffic Operations 2014-2020

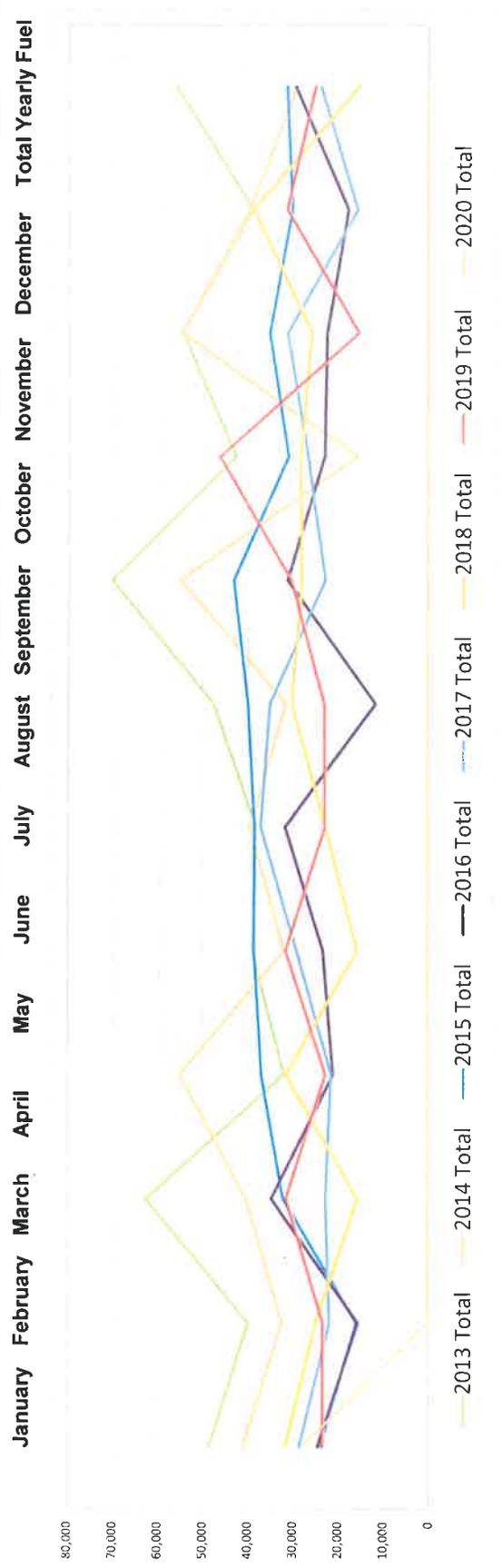
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| 2014 | 2,505 | 2,531 | 2,974 | 2,942 | 3,164 | 2,911 | 3,241 | 3,354 | 3,244 | 3,500 | 2,638 | 1,973 | 34,977 |
| 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 | 30,724 |
| 2016 | 2,256 | 2,868 | 2,868 | 2,930 | 2,632 | 3,046 | 2,721 | 2,941 | 2,786 | 2,960 | 2,849 | 2,330 | 33,187 |
| 2017 | 2,062 | 2,821 | 3,077 | 2,414 | 3,613 | 3,207 | 2,895 | 3,207 | 3,561 | 2,810 | 3,000 | 2,830 | 35,497 |
| 2018 | 3,273 | 2,280 | 2,599 | 2,779 | 3,304 | 3,169 | 3,646 | 3,724 | 4,137 | 3,495 | 3,439 | 2,479 | 38,324 |
| 2019 | 3,319 | 2,711 | 3,544 | 3,852 | 3,228 | 4,103 | 4,124 | 3,440 | 3,928 | 4,005 | 3,329 | 2,789 | 42,372 |
| 2020 | 3,247 | 0 | | | | | | | | | | | 3,247 |

Air Traffic Operations Trend



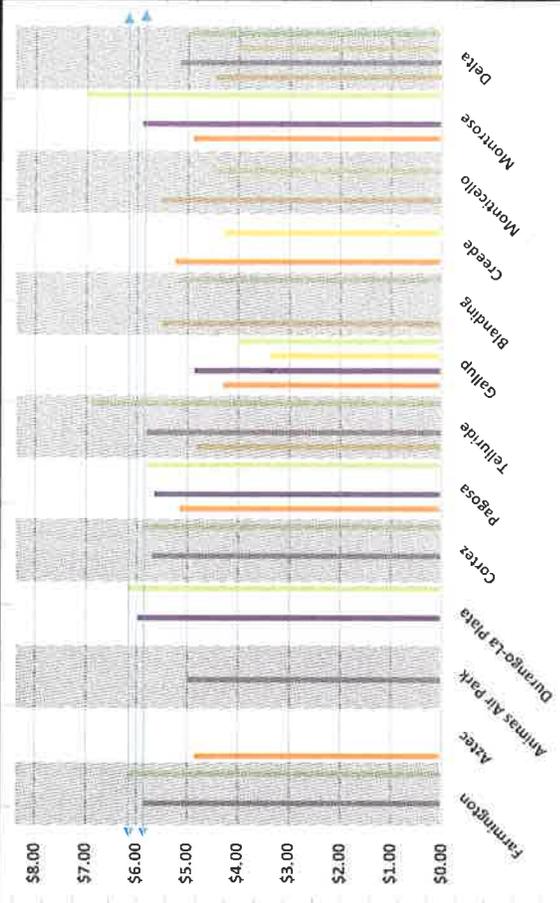
Monthly Fuel Flowage Report (Gallons)

| | January | February | March | April | May | June | July | August | September | October | November | December | Total Yearly Fuel |
|-------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------------|
| 2013 AVGas | 0 | 8,004 | 0 | 8,330 | 3,942 | 0 | 8,317 | 8,284 | 12,034 | 0 | 8,081 | 8,522 | 65,514 |
| 2013 Jet A | 48,574 | 31,912 | 62,701 | 23,571 | 35,093 | 36,154 | 39,334 | 61,966 | 30,592 | 54,542 | 30,769 | 47,582 | 504,790 |
| 2013 Total | 48,574 | 39,916 | 62,701 | 31,901 | 39,035 | 38,154 | 47,651 | 70,250 | 42,626 | 54,542 | 38,850 | 56,104 | 570,304 |
| 2014 AVGas | 8,616 | 0 | 0 | 6,235 | 6,334 | 0 | 8,050 | 0 | 0 | 8,183 | 8,278 | 8,511 | 58,207 |
| 2014 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 | 406,968 |
| 2014 Total | 40,976 | 32,272 | 40,234 | 55,114 | 31,863 | 39,471 | 31,479 | 54,996 | 15,407 | 54,718 | 39,557 | 29,088 | 465,175 |
| 2015 AVGas | 0 | 0 | 7,994 | 5,134 | 7,883 | 7,987 | 8,501 | 11,901 | 0 | 11,733 | 0 | 0 | 61,133 |
| 2015 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 | 336,062 |
| 2015 Total | 23,828 | 15,829 | 32,159 | 36,983 | 38,683 | 38,557 | 40,055 | 43,215 | 30,997 | 35,218 | 30,241 | 31,430 | 397,195 |
| 2016 AVGas | 8,531 | 0 | 10,952 | 0 | 7,820 | 8,090 | 3,933 | 7,838 | 8,032 | 0 | 10,267 | 8,008 | 73,471 |
| 2016 Jet A | 15,806 | 15,463 | 23,704 | 20,994 | 15,435 | 23,564 | 7,717 | 23,305 | 14,882 | 22,391 | 7,436 | 21,463 | 212,760 |
| 2016 Total | 24,337 | 15,463 | 34,656 | 20,994 | 23,255 | 31,654 | 11,650 | 31,143 | 22,914 | 22,391 | 17,703 | 29,471 | 285,631 |
| 2017 AVGas | 8,008 | 0 | 0 | 8,001 | 8,238 | 8,044 | 8,322 | 0 | 4,122 | 8,053 | 0 | 8,102 | 60,890 |
| 2017 Jet A | 20,457 | 21,783 | 22,717 | 13,439 | 20,947 | 29,117 | 26,813 | 22,766 | 22,521 | 23,148 | 15,670 | 15,763 | 255,141 |
| 2017 Total | 28,465 | 21,783 | 22,717 | 21,440 | 29,185 | 37,161 | 35,135 | 22,766 | 26,643 | 31,201 | 15,670 | 23,865 | 316,031 |
| 2018 AVGas | 8,179 | 997 | 0 | 8,121 | 7,945 | 0 | 7,771 | 7,962 | 7,933 | 3,007 | 8,145 | 0 | 60,060 |
| 2018 Jet A | 23,382 | 23,821 | 15,625 | 23,408 | 7,759 | 22,660 | 22,373 | 20,001 | 20,296 | 22,679 | 30,621 | 15,330 | 247,955 |
| 2018 Total | 31,561 | 24,818 | 15,625 | 31,529 | 15,704 | 22,660 | 30,144 | 27,963 | 28,229 | 25,686 | 38,766 | 15,330 | 308,015 |
| 2019 AVGas | 8,069 | 0 | 8,146 | 0 | 8,393 | 7,857 | 7,974 | 16,026 | 0 | 8,065 | 4,947 | 0 | 77,247 |
| 2019 Jet A | 15,141 | 23,126 | 23,147 | 22,566 | 23,067 | 14,892 | 14,923 | 22,453 | 30,059 | 15,273 | 23,160 | 20,046 | 247,853 |
| 2019 Total | 23,210 | 23,126 | 31,293 | 22,566 | 31,460 | 22,749 | 22,897 | 30,223 | 46,085 | 15,273 | 31,225 | 24,993 | 328,100 |
| 2020 AVGas | 5,261 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,261 |
| 2020 Jet A | 22,615 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22,615 |
| 2020 Total | 27,876 | 0 | 27,876 |



REGIONAL FUEL PRICING
February, 2020 - AirNav.com

| | 100 LL SELF serve | 100 LL FULL serve | Jet A SELF serve | Jet A FULL serve |
|-------------------------|-------------------|-------------------|------------------|------------------|
| Farmington | | | | |
| Difference | | \$5.87 | | \$6.14 |
| Regional AVG | | | | |
| Difference | \$4.97 \$0.90 | \$5.51 \$0.37 | \$4.00 \$2.14 | \$5.84 \$0.30 |
| Aztec | | | | |
| Difference | \$4.85 \$1.02 | | | |
| Animas Air Park | | | | |
| Difference | \$4.99 \$0.88 | \$4.99 \$0.88 | | |
| Durango-La Plata | | | | |
| Difference | \$5.98 \$0.11 | \$5.98 \$0.11 | | \$6.14 \$0.00 |
| Cortez | | | | |
| Difference | \$5.70 \$0.17 | \$5.70 \$0.17 | | \$5.87 \$0.27 |
| Pagosa | | | | |
| Difference | \$5.15 \$0.72 | \$5.65 \$0.22 | | \$5.80 \$0.34 |
| Telluride | | | | |
| Difference | \$4.81 \$1.06 | \$5.81 \$0.06 | | \$6.89 \$0.75 |
| Gallup | | | | |
| Difference | \$4.29 \$1.58 | \$4.86 \$1.01 | \$3.37 \$2.77 | \$3.97 \$2.17 |
| Blanding | | | | |
| Difference | \$5.50 \$0.37 | | | \$5.19 \$0.95 |
| Creede | | | | |
| Difference | \$5.25 \$0.62 | | \$4.25 \$1.89 | |
| Monticello | | | | |
| Difference | \$5.52 \$0.35 | | \$4.40 \$1.74 | |
| Montrose | | | | |
| Difference | \$4.90 \$0.97 | \$5.90 \$0.03 | | \$7.02 \$0.88 |
| Delta | | | | |
| Difference | \$4.45 \$1.42 | \$5.15 \$0.72 | \$3.99 \$2.15 | \$4.95 \$1.19 |



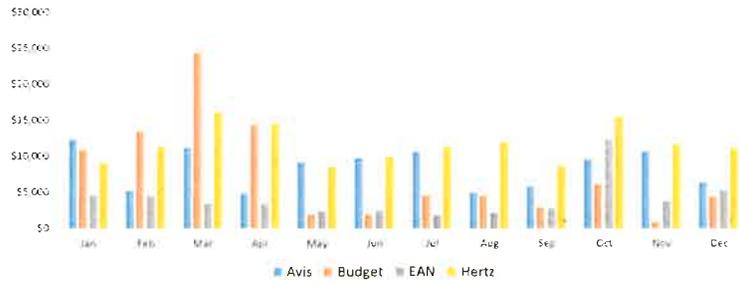
100 LL SELF serve 100 LL FULL serve Jet A SELF serve Jet A FULL serve



Car Rental Gross Revenues

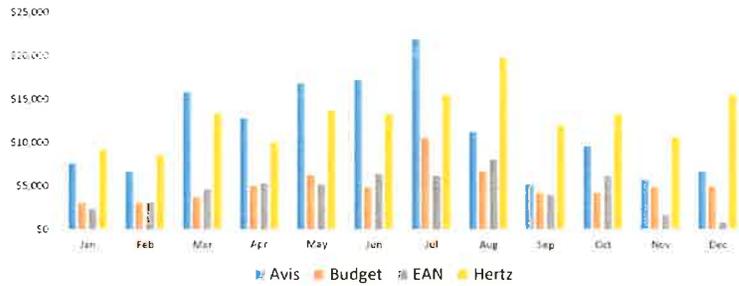
| 2016 | Avis | Budget | EAN | Hertz | Totals |
|------|------------------|-----------------|-----------------|------------------|----------|
| Jan | \$12,333 | \$10,870 | \$4,631 | \$9,028 | \$36,862 |
| Feb | \$5,251 | \$13,465 | \$4,550 | \$11,259 | \$34,525 |
| Mar | \$11,261 | \$24,369 | \$3,518 | \$16,020 | \$55,168 |
| Apr | \$4,850 | \$14,384 | \$3,442 | \$14,551 | \$37,227 |
| May | \$9,216 | \$1,986 | \$2,437 | \$8,638 | \$22,277 |
| Jun | \$9,816 | \$2,003 | \$2,513 | \$9,861 | \$24,193 |
| Jul | \$10,672 | \$4,573 | \$1,845 | \$11,261 | \$28,351 |
| Aug | \$4,954 | \$4,573 | \$2,257 | \$11,981 | \$23,765 |
| Sep | \$5,897 | \$2,923 | \$2,785 | \$8,710 | \$20,315 |
| Oct | \$9,578 | \$6,131 | \$12,393 | \$15,453 | \$43,555 |
| Nov | \$10,730 | \$913 | \$3,869 | \$11,768 | \$27,280 |
| Dec | \$6,427 | \$4,436 | \$5,363 | \$11,186 | \$27,412 |
| | \$100,985 | \$90,626 | \$49,603 | \$139,716 | |

2016 Car Rental Gross Revenues



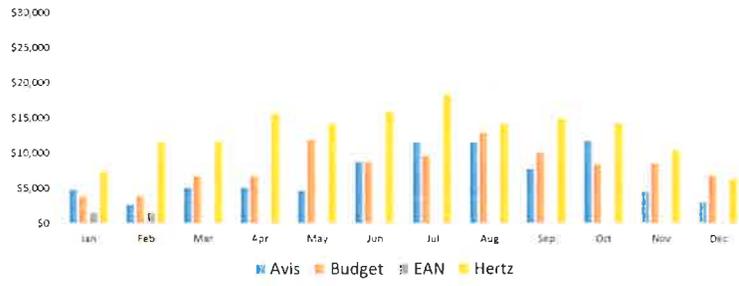
| 2017 | Avis | Budget | EAN | Hertz | Totals |
|------|------------------|-----------------|-----------------|------------------|----------|
| Jan | \$7,609 | \$3,052 | \$2,422 | \$9,194 | \$22,277 |
| Feb | \$6,696 | \$3,105 | \$3,169 | \$8,604 | \$21,574 |
| Mar | \$15,889 | \$3,742 | \$4,682 | \$13,394 | \$37,707 |
| Apr | \$12,848 | \$5,106 | \$5,371 | \$9,986 | \$33,311 |
| May | \$16,912 | \$6,301 | \$5,258 | \$13,745 | \$42,216 |
| Jun | \$17,292 | \$4,880 | \$6,441 | \$13,299 | \$41,912 |
| Jul | \$21,953 | \$10,585 | \$6,232 | \$15,532 | \$54,302 |
| Aug | \$11,314 | \$6,726 | \$8,082 | \$19,827 | \$45,949 |
| Sep | \$5,227 | \$4,189 | \$4,026 | \$11,930 | \$25,372 |
| Oct | \$9,612 | \$4,249 | \$6,219 | \$13,271 | \$33,351 |
| Nov | \$5,725 | \$4,876 | \$1,731 | \$10,671 | \$23,003 |
| Dec | \$6,725 | \$4,939 | \$897 | \$15,485 | \$28,046 |
| | \$137,802 | \$61,750 | \$54,530 | \$154,938 | |

2017 Car Rental Gross Revenues



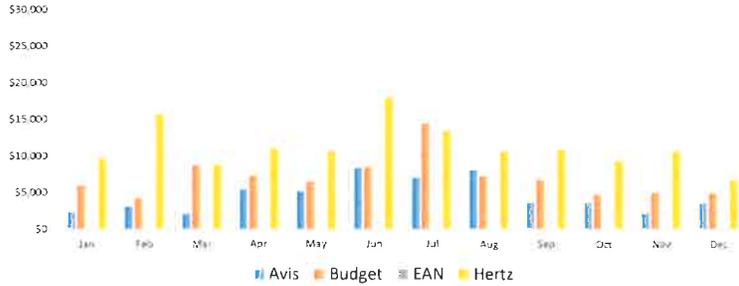
| 2018 | Avis | Budget | EAN | Hertz | Totals |
|------|-----------------|-----------------|----------------|------------------|----------|
| Jan | \$4,872 | \$3,955 | \$1,592 | \$7,385 | \$17,804 |
| Feb | \$2,715 | \$3,882 | \$1,653 | \$11,644 | \$19,894 |
| Mar | \$5,122 | \$6,723 | \$0 | \$11,716 | \$23,561 |
| Apr | \$5,122 | \$6,723 | \$0 | \$15,647 | \$27,492 |
| May | \$4,699 | \$11,918 | \$0 | \$14,135 | \$30,752 |
| Jun | \$8,803 | \$8,800 | \$0 | \$15,943 | \$33,546 |
| Jul | \$11,585 | \$9,660 | \$0 | \$18,297 | \$39,542 |
| Aug | \$11,592 | \$12,894 | \$0 | \$14,170 | \$38,656 |
| Sep | \$7,802 | \$10,092 | \$0 | \$14,939 | \$32,833 |
| Oct | \$11,778 | \$8,452 | \$0 | \$14,263 | \$34,493 |
| Nov | \$4,548 | \$8,545 | \$0 | \$10,477 | \$23,570 |
| Dec | \$3,027 | \$6,882 | \$0 | \$6,309 | \$16,218 |
| | \$81,665 | \$98,526 | \$3,245 | \$154,925 | |

2018 Car Rental Gross Revenues

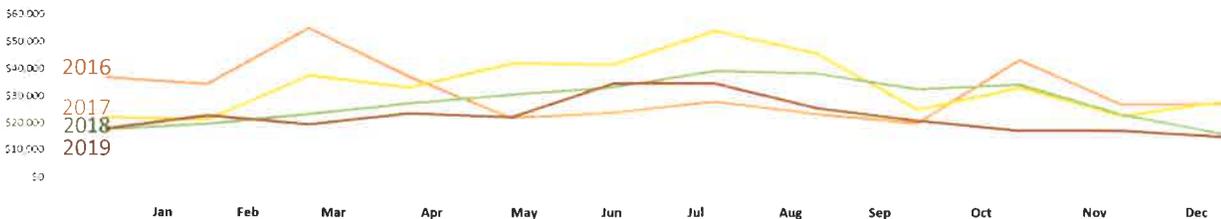


| 2019 | Avis | Budget | EAN | Hertz | Totals |
|------|-----------------|-----------------|------------|------------------|----------|
| Jan | \$2,374 | \$6,002 | | \$9,657 | \$18,033 |
| Feb | \$3,083 | \$4,266 | | \$15,673 | \$23,022 |
| Mar | \$2,117 | \$8,757 | | \$8,879 | \$19,753 |
| Apr | \$5,457 | \$7,343 | | \$11,057 | \$23,857 |
| May | \$5,170 | \$6,565 | | \$10,694 | \$22,429 |
| Jun | \$8,379 | \$8,505 | | \$18,013 | \$34,897 |
| Jul | \$7,077 | \$14,480 | | \$13,399 | \$34,956 |
| Aug | \$8,078 | \$7,244 | | \$10,639 | \$25,961 |
| Sep | \$3,645 | \$6,773 | | \$10,851 | \$21,269 |
| Oct | \$3,566 | \$4,715 | | \$9,271 | \$17,552 |
| Nov | \$2,136 | \$4,962 | | \$10,582 | \$17,680 |
| Dec | \$3,554 | \$4,871 | | \$6,794 | \$15,219 |
| | \$54,636 | \$84,483 | \$0 | \$135,509 | |

2019 Car Rental Gross Revenues



Car Rental Combined Yearly Trend 2016-2019



NO WORRIES Total Gross Sales 2017 - 2020

Compared to ZEBRAS Total Gross Sales 2013

| | 2020 NO WORRIES | 2019 NO WORRIES | 2018 NO WORRIES | 2017 NO WORRIES | 2013 ZEBRAS |
|-----|-----------------|------------------|------------------|------------------|------------------|
| Jan | | 78,428 | 74,329 | 78,768 | 78,032 |
| Feb | | 75,606 | 63,743 | 76,526 | 76,122 |
| Mar | | 98,851 | 92,214 | 93,996 | 100,762 |
| Apr | | 79,586 | 73,276 | 93,815 | 76,036 |
| May | | 87,072 | 91,388 | 96,229 | 79,155 |
| Jun | | 100,014 | 99,896 | 99,917 | 74,843 |
| Jul | | 87,634 | 90,514 | 98,353 | 70,972 |
| Aug | | 96,415 | 89,183 | 82,752 | 86,944 |
| Sep | | 90,911 | 100,971 | 100,501 | 100,379 |
| Oct | | 72,759 | 90,005 | 94,438 | 108,853 |
| Nov | | 72,108 | 83,068 | 68,349 | 95,693 |
| Dec | | 97,434 | 106,814 | 92,167 | 102,835 |
| | 0.00 | 1,036,818 | 1,055,401 | 1,075,811 | 1,050,626 |

