



FOUR CORNERS REGIONAL AIRPORT

800 Municipal Drive • Farmington, NM 87401-2663

505-599-1394 • FAX 505-599-1397 • www.fmtn.org

AGENDA

City of Farmington Airport Advisory Commission

January 8, 2019



AIRPORT DIVISION; GENERAL SERVICES DEPARTMENT

A G E N D A

Airport Advisory Commission
Executive Conference Room – 800 Municipal Drive
January 8, 2019 at 4:00 p.m.

ITEM		PAGE
1.	Call Meeting to Order	
2.	Approval of Agenda	
3.	Approval of Minutes from the December 11, 2018 Airport Advisory Commission Meeting	2
4.	Operations Report	4
5.	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
December 11, 2018

The Airport Advisory Commission of the City of Farmington met on Tuesday, December 11, 2018, at 4:00 p.m., in the City of Farmington Executive Conference Room, 800 Municipal Drive, Farmington, New Mexico.

Members Present: Johnny Arrington, Pro Tem
Richard Roderick
Theresa Pacheco

Members Absent: Richard Neely, Chairman
Wayne Mangum
Steve White

Staff Present: Mike Lewis, Airport Manager
Jody Carman, Administrative Aide
Julie Baird, Assistant City Manager
Ellen Wayne, Deputy City Attorney

Others Present: Marieanna Yazzie, Atlantic Aviation
Felicia Bekis, Atlantic Aviation

Call to Order

The AAC meeting was called to order at 4:00 p.m. by Airport Advisory Commission Member, Chairman Pro-Tem Johnny Arrington, there being a quorum present the following proceedings were duly had and taken.

Approval of the December 11, 2018 Agenda

Chairman Pro-Tem Johnny Arrington asked for a motion to approve the agenda for December 11, 2018. He asked if anyone had changes or wanted a discussion A motion was made by Richard Roderick and seconded by Theresa Pacheco to approve the agenda for December 11, 2018 and passed unanimously by a vote of 3-0.

Approval of the Minutes from the November 13, 2018, Regular Meeting of the AAC

Chairman Pro-Tem Johnny Arrington asked for a motion to approve the minutes from November 13, 2018. He asked if anyone had any changes or wanted a discussion. A motion was made by Richard Roderick and seconded by Theresa Pacheco to approve the minutes of the November 13, 2018 regular meeting of the Airport Advisory Commission and passed unanimously by a vote of 3-0.

Operations Report

Airport Manager Mike Lewis presented the statistics for the month of November, 2018 included in the December 11, 2018 agenda. Mike Lewis reported that the airport operations reflected the highest numbers since 2013. He also noted fuel gallons used were high even without a commercial carrier, and also Atlantic Aviation fuel prices had dropped some. Mike Lewis added City of Farmington Purchasing was preparing to send out RFPs to the car rental concessions for letters of intent to sign additional five (5) year contracts.

Additional Operations Information

1. Archipele Technologies signed the Hangar 9 contract with the plan for occupancy shortly after January 1, 2019. They plan to epoxy the floor and refurbish interior areas. Mike reported Archipele has a number of DARPA contracts for research and the plan is to host 100-120 employees mainly consisting of engineers. Richard Roderick inquired about the meeting held with the new tenants. Mike gave a short overview of the discussion. There was also a short discussion regarding length of the lease and the business timeline. Mike Lewis explained Archipele expected a relatively slow ramp up period for business to begin.

2. Experimental air ship company SCEYE from Roswell will bring a 20 ft. by 70 ft. blimp like balloon to Four Corners Regional Airport at the beginning of the new year. They will launch the balloon up to 25,000 feet, remotely fly it for approximately 10 hours and then chase it for recovery. The launch date originally was December 3, but was rescheduled due to predicted wind issues.
3. Runway upgrade project is on track. There is a possibility construction bidding could start May 1, 2019.
4. The commission was updated regarding the hangar Gary Mize is planning to construct on city land. The airport is awaiting FAA approval and Gary Mize is waiting to hear from the contractor.
5. Mike Lewis reported he was gathering data for the Request for Proposal (RFP) regarding the Fixed Base Operator (FBO) coming up in the early spring.
6. On Sunday, December 2, snow removal was in play due to snow fall of a few inches. Mike explained how airport staff gets the word from dispatch snow removal is necessary at Four Corners Regional Airport.
7. Due to Wayne Mangum moving to the Planning and Zoning (P&Z) Commission in January, and Steve White fulfilling his maximum AAC service term, there will be a short celebration to honor Steve and Wayne at the next AAC meeting on January 8, 2019. Additionally, Steve White will be officially honored at the City Council Meeting that same evening.

Johnny Arrington inquired if there were any considerations for new commission members. Administrative Aide Jody Carman responded emails were sent to airport tenants and AAC to see if there might be anyone interested in exploring the opportunity and to contact her for more information as to the application process.

Richard Roderick inquired about including the fuel tank for self service options in the RFP for FBO. After a short discussion regarding fuel tank options, Richard Roderick made the motion to table the fuel tank discussion left over from the last November meeting. Theresa Pacheco seconded the motion.

Commission members posed the question about trying to get a right of first refusal for the City to buy hangers personally built on city property. Mike Lewis explained land lease process and the possibilities of moving hangers if we no longer had the ground space to lease. Additionally, lease revision was briefly discussed. Deputy City Attorney Ellen Wayne responded she would look into the legal possibilities.

Business from the Staff:

Chairman Pro-Tem Johnny Arrington asked if there were any more questions from staff. There were no questions or comments.

Business from the Floor:

Chairman Pro-Tem Johnny Arrington 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 December 11, 2018 meeting was adjourned by Chairman Pro-Tem Johnny Arrington, the motion was made by Richard Roderick and seconded the Theresa Pacheco at 4:25 p.m.

Richard Neely - Chairman

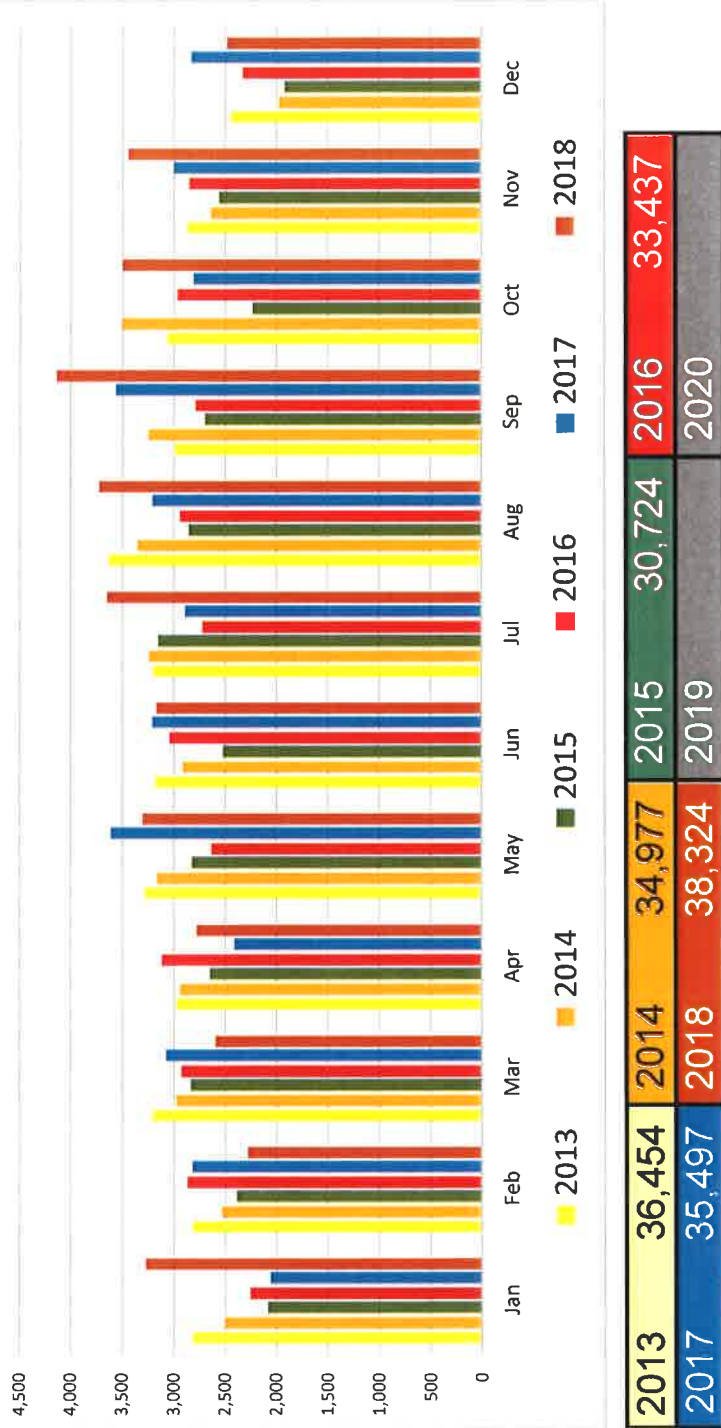
Jody Carman – Administrative Aide

OPERATIONS REPORT

JANUARY 2019

	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	2,960	2,849	2,330
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
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

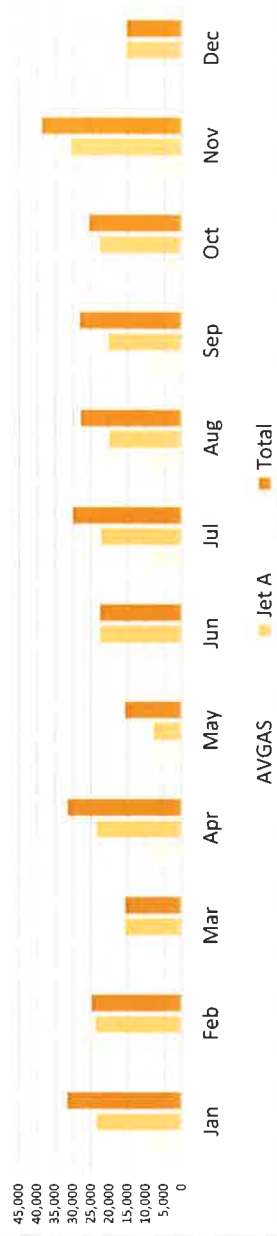
Air Traffic Operations



Monthly Fuel Flowage Report (Gallons)

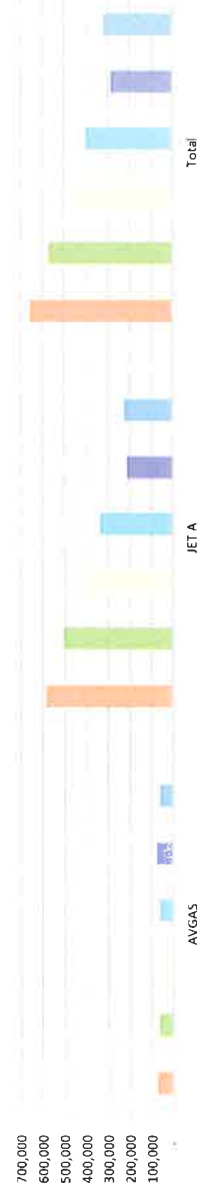
2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
AVGAS	8,179	997	0	8,121	7,945	0	7,771	7,962	7,933	3,007	8,145	0	
Jet A	23,382	23,821	15,625	23,408	7,759	22,660	22,373	20,001	20,296	22,679	30,621	15,330	
Total	31,561	24,818	15,625	31,529	15,704	22,660	30,144	27,963	28,229	25,686	38,766	15,330	308,015

2018 Monthly Fuel Flowage Chart (Gallons)



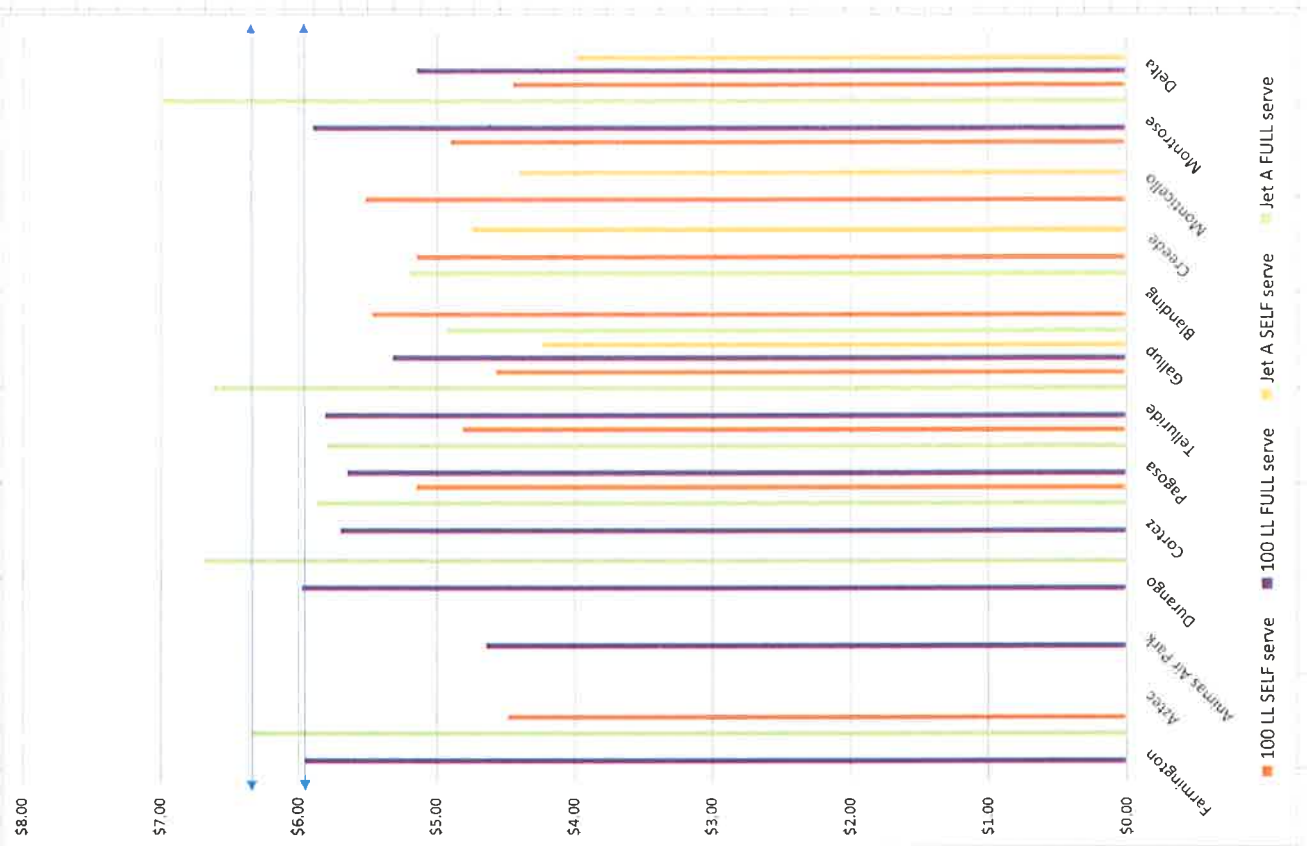
	January	February	March	April	May	June	July	August	September	October	November	December
2012 AVGAS	8,120	0	7,470	8,316	4,039	4,133	8,098	13,915	4,000	0	12,160	4,018
Jet A	31,663	47,593	56,240	63,148	55,755	37,666	69,030	46,544	39,233	55,240	47,777	32,328
2013 AVGAS	0	8,004	0	8,330	3,942	0	8,317	8,284	12,034	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
2014 AVGAS	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
2016 AVGAS	8,531	0	0	0	7,820	8,080	3,933	7,838	8,032	0	10,287	8,008
Jet A	15,806	15,463	0	0	15,435	23,564	7,717	23,305	14,882	22,391	7,436	21,463
2017 AVGAS	8,008	0	0	8,001	8,238	8,044	8,322	0	4,122	8,053	0	8,102
Jet A	20,457	21,783	22,717	13,439	20,947	29,117	26,813	22,766	22,521	23,148	15,870	15,763
2012	2013	2014	2015	2016	2017							
AVGAS	74,271	65,514	58,207	61,733	73,471							
JET A	582,277	504,790	406,968	336,062	212,160							
Total	656,548	570,304	465,175	397,195	285,631							

Yearly Fuel Flowage Trend



REGIONAL FUEL PRICING
1/1/2019

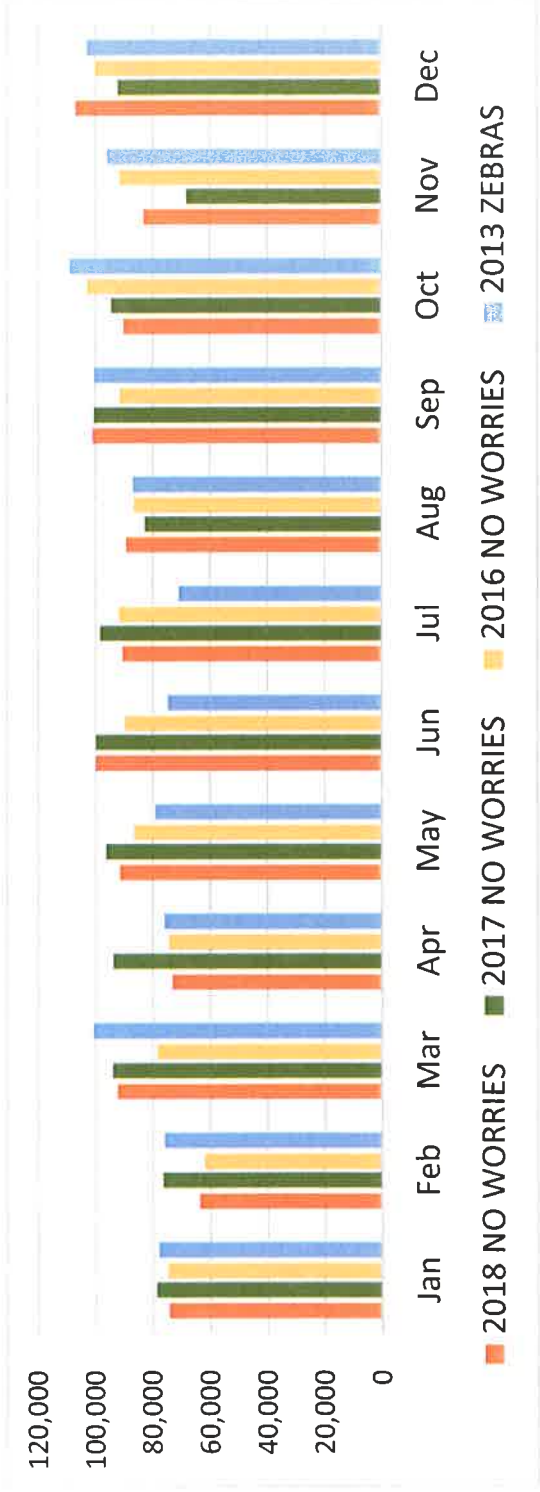
	100 LL SELF serve	100 LL FULL serve	Jet A SELF serve	Jet A FULL serve
Farmington		\$5.96		\$6.34
Difference				
Regional AVG	\$4.94	\$5.52	\$4.34	\$6.01
Difference	\$1.02	\$0.44	\$2.00	\$0.33
Artec	\$4.48			
Difference	\$1.48			
Animas Air Park		\$4.64		
Difference		\$1.32		
Durango		\$5.98		\$6.68
Difference		\$0.02		\$0.34
Cortez		\$5.70		\$5.87
Difference		\$0.26		\$0.47
Pagosa	\$5.15	\$5.65		\$5.80
Difference	\$0.81	\$0.31		\$0.54
Telluride	\$4.81	\$5.81		\$6.62
Difference	\$1.15	\$0.15		\$0.28
Gallup	\$4.57	\$5.32	\$4.23	\$4.93
Difference	\$1.39	\$0.64	\$2.11	
Blanding	\$5.47			\$5.19
Difference	\$0.49			\$1.15
Creede	\$5.15		\$4.75	
Difference	\$0.81		\$1.59	
Monticello	\$5.52		\$4.40	
Difference	\$0.44		\$1.94	
Montrose	\$4.90	\$5.90		\$6.99
Difference	\$1.06	\$0.06		\$0.65
Delta	\$4.45	\$5.15	\$3.99	\$0.00
Difference	\$1.51	\$0.81	\$2.35	



NO WORRIES Total Gross Sales 2016 - 2018

Compared to ZEBRAS Total Gross Sales 2013

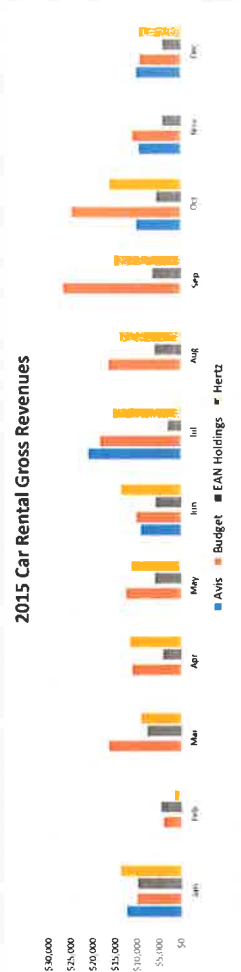
	2018 NO WORRIES	2017 NO WORRIES	2016 NO WORRIES	2013 ZEBRAS
Jan	74,329	78,768	74,819	78,032
Feb	63,743	76,526	62,080	76,122
Mar	92,214	93,996	78,345	100,762
Apr	73,276	93,815	74,355	76,036
May	91,388	96,229	86,639	79,155
Jun	99,896	99,917	89,604	74,843
Jul	90,514	98,353	91,740	70,972
Aug	89,183	82,752	86,613	86,944
Sep	100,971	100,501	91,398	100,379
Oct	90,005	94,438	102,756	108,853
Nov	83,068	68,349	91,373	95,693
Dec	106,814	92,167	99,757	102,835
	1,055,401	1,075,811	1,029,479	1,050,626



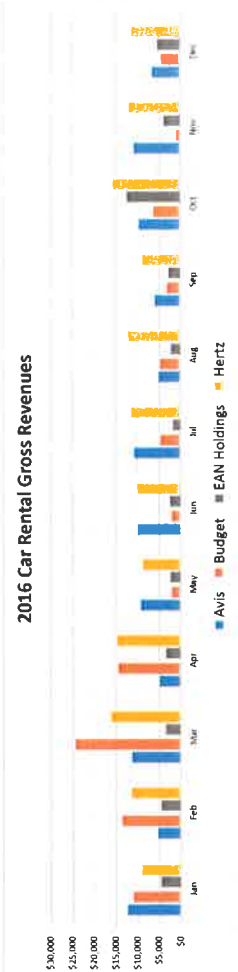
Car Rental Gross Revenues

Monthly Totals

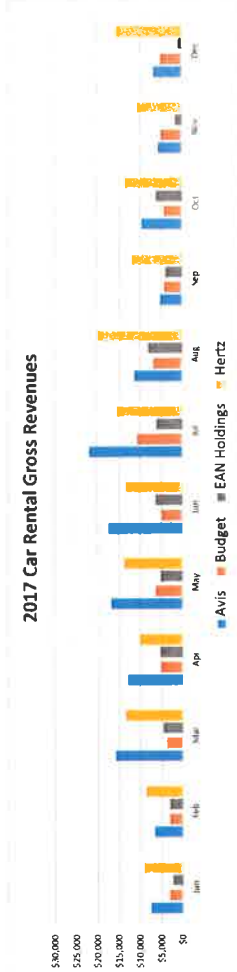
2015	Avis	Budget	EAN Holdings	Hertz
Jan	\$1,743	\$10,060	\$9,891	\$13,786
Feb	\$1,080	\$4,723	\$4,574	\$13,974
Mar	\$16,402	\$7,789	\$9,149	\$33,420
Apr	\$11,121	\$4,278	\$11,633	\$29,052
May	\$11,560	\$6,036	\$11,137	\$29,993
Jun	\$5,159	\$10,145	\$5,809	\$36,752
Jul	\$2,097	\$15,297	\$15,197	\$96,801
Aug	\$16,475	\$6,054	\$13,936	\$36,489
Sep	\$16,650	\$6,586	\$15,247	\$48,483
Oct	\$10,127	\$4,703	\$5,892	\$24,849
Nov	\$5,961	\$11,013	\$4,275	\$13,326
Dec	\$10,115	\$9,356	\$4,214	\$9,326
2015 Total	\$170,822	\$170,822	\$81,804	\$131,352



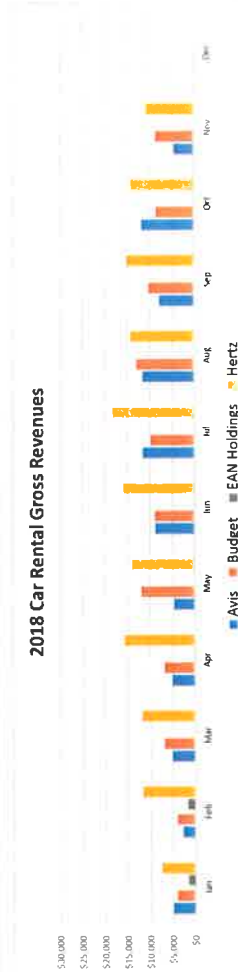
2016	Avis	Budget	EAN Holdings	Hertz
Jan	\$12,333	\$10,870	\$4,631	\$9,428
Feb	\$5,251	\$13,465	\$4,350	\$11,259
Mar	\$12,261	\$24,369	\$3,518	\$16,020
Apr	\$4,850	\$14,384	\$1,442	\$14,351
May	\$9,216	\$1,986	\$2,437	\$8,638
Jun	\$9,816	\$2,003	\$2,513	\$9,861
Jul	\$10,022	\$4,573	\$1,845	\$11,261
Aug	\$4,654	\$4,573	\$2,257	\$11,881
Sep	\$5,897	\$3,923	\$3,786	\$8,110
Oct	\$9,078	\$6,121	\$12,093	\$15,453
Nov	\$10,730	\$913	\$1,889	\$11,168
Dec	\$5,127	\$4,416	\$1,492	\$11,186
2016 Total	\$100,854	\$99,828	\$40,603	\$133,714



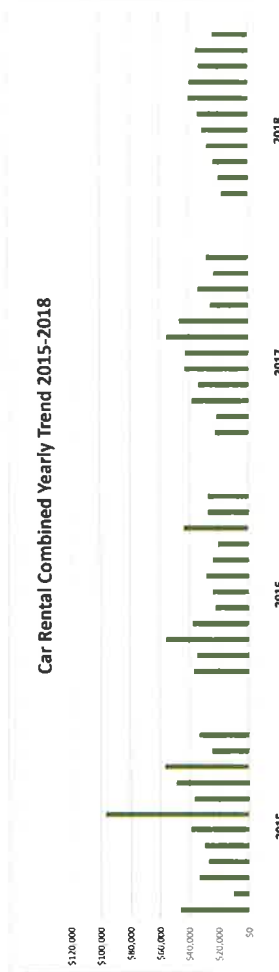
2017	Avis	Budget	EAN Holdings	Hertz
Jan	\$7,609	\$1,052	\$1,422	\$9,194
Feb	\$6,006	\$3,105	\$1,169	\$8,604
Mar	\$15,889	\$3,742	\$4,682	\$11,394
Apr	\$12,848	\$5,106	\$5,374	\$9,986
May	\$16,912	\$6,301	\$5,258	\$13,745
Jun	\$17,292	\$4,880	\$6,441	\$13,299
Jul	\$1,953	\$10,385	\$6,232	\$15,332
Aug	\$11,314	\$6,716	\$4,082	\$10,827
Sep	\$5,227	\$4,189	\$4,026	\$11,980
Oct	\$9,412	\$4,249	\$6,219	\$11,271
Nov	\$5,225	\$4,876	\$1,731	\$10,671
Dec	\$6,725	\$4,939	\$897	\$15,485
2017 Total	\$137,802	\$61,740	\$54,530	\$154,338



2018	Avis	Budget	EAN Holdings	Hertz
Jan	\$4,122	\$3,955	\$1,592	\$7,385
Feb	\$2,115	\$3,742	\$1,652	\$11,644
Mar	\$5,123	\$4,710	\$0	\$11,116
Apr	\$5,122	\$5,723	\$0	\$15,647
May	\$9,099	\$11,918	\$0	\$14,133
Jun	\$8,883	\$8,800	\$0	\$15,943
Jul	\$11,985	\$9,660	\$0	\$18,217
Aug	\$11,592	\$11,894	\$0	\$14,270
Sep	\$7,802	\$10,092	\$0	\$14,939
Oct	\$11,778	\$8,052	\$0	\$14,263
Nov	\$4,548	\$8,545	\$0	\$10,277
Dec	\$0	\$0	\$0	\$0
2018 Total	\$78,838	\$91,844	\$3,243	\$148,618



Car Rental Combined Yearly Trend 2015-2018



*EAN gone March 2018