



# **FOUR CORNERS REGIONAL AIRPORT**

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## **AGENDA**

### City of Farmington Airport Advisory Commission

February 9, 2021



AIRPORT DIVISION; GENERAL SERVICES DEPARTMENT

# A G E N D A

Airport Advisory Commission  
<https://us02web.zoom.us/j/89863238933>  
February 9, 2021 at 4:00 p.m.

<b>ITEM</b>		<b>PAGE</b>
1.	Call Meeting to Order with Roll Call	
2.	Approval of Agenda for February 9, 2021	
3.	Approval of Minutes from the November 10, 2020 Airport Advisory Commission Meeting	2
4.	Operations Report	5
5.	Recommendations, discussion, and vote for appointment of new Airport Advisory Commission Chairman	
6.	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**  
**November 10, 2020**

The Airport Advisory Commission of the City of Farmington met on Tuesday, November 10, 2020, at 4:00 p.m., at <https://us02web.zoom.us/j/84654772428> via Zoom, a web-based video conferencing service.

**Members Present:** Richard Neely, Chairman  
Mark Gordon  
Theresa Pacheco  
Richard Roderick  
Jonathan Rudolf

**Members Absent:** None

**Staff Present:** Mike Lewis, Airport Manager  
Jody Carman, Airport Administrative Aide  
Ellen Wayne, Deputy City Attorney  
Anita Vigil, Deputy City Clerk

**Others Present(via Zoom):** Felicia Bekis, Atlantic Aviation  
Marieanna Yazzie, Atlantic Aviation

**Call to Order**

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

**Approval of the November 10, 2020 Agenda**

Chairman Richard Neely asked for a motion to approve the agenda for November 10, 2020. He asked if anyone had changes or wanted a discussion. A roll call was taken, and a motion was made by Commissioner Richard Roderick, seconded by Commissioner Jonathan Rudolf to approve the agenda for November 10, 2020 and passed unanimously by a vote of 4-0.

**Approval of the Minutes from the March 10, 2020 Regular Meeting of the AAC**

Chairman Richard Neely asked for a motion to approve the minutes from March 10, 2020. He asked if anyone had any changes or wanted a discussion. A roll call was taken, and a motion was made by Commissioner Theresa Pacheco, and seconded by Commissioner Richard Roderick to approve the minutes of the March 10, 2020 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. During this time at approximately 4:05 p.m., Commissioner Mark Gordon joined the meeting via Zoom.

Mike Lewis then asked if there were any questions on the material presented. Commissioner Jonathan Rudolf asked how the new flight instructor was doing. Mike responded Michael Mead seems very busy. His company is Road Runner Flight School. Commissioner Richard Roderick inquired about marketing/advertising methods being used. Mike responded Michael Mead is utilizing strategies such as web-based applications, social media, posters, and his truck is wrapped with business information. It seems his efforts are generating a good amount of interest. Mike explained Michael Mead has obtained all of the proper licensing, insurance, and references to satisfy minimum standard requirements. There was a short discussion regarding business conflicts at the airport. Mike Lewis noted our other long term flight instructor, Russel Gervase, is also staying busy.

There was a short discussion regarding other pilots training at FCRA, and types of marketing being used, or not.

### **Additional Operations Information**

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

- 1) Mike Lewis notes the airline industry is still in dismal shape. Updates will continue to the Airport Advisory Commission members, through Mike, from our consultant as received. Holiday travel will tell a lot about how spring air travel will fare. There is a onetime chance to use the Small Community Air Service Development Program (SCASDP) grant money to launch air service at Four Corners Regional Airport (FCRA). Mike Lewis noted that it would be wise to have a much better feel for success before commencing air service with any carrier.

Chairman Richard Neely asked if a public statement would be released regarding the current status of air service. Mike responded he would discuss that option with City Manager Rob Mayes. Commissioner Richard Roderick asked, regarding the issue of no current air service at the airport that had developed back in March, if a media notice had been released to that affect. Mike responded it had been done. He added a lengthy article ran in the Farmington Daily Times at that time.

- 2) The FAA Part 139 inspector is expected to visit FCRA in December. He will upgrade the runway reference code after a physical inspection. An administrative inspection was completed in August and a letter of commendation was received from our FAA inspector stating there were no deficiencies. Mike Lewis explained an administrative inspection is a review of training records, airfield inspection records, and other applicable documentation.
- 3) Maintenance operations staff, Jon Guinta and Chad Kaiser, have repainted large portions of the airfield. Combined with the painting done during construction, the airfield is in excellent shape due to being freshly repainted.
- 4) The airport is working with a \$200,000 State of New Mexico grant to remodel the interior of the terminal to facilitate passengers for 50 seat jets.
- 5) Mike Lewis is working with Warren Unsicker, City of Farmington Economic Development Director, to attract a manufacturing firm that could be located on the north side of the airport land.
- 6) FCRA welcomes the additional flight instructor, Michael Mead, to the field.
- 7) Much of the support for air traffic continues to be air ambulance and flight training. In addition to the two local instructors, University of North Dakota flight training department is flying to FCRA on a very regular basis. They are operating C-90 King Airs out of Williams, Arizona a suburb of Phoenix.

Mike Lewis asked if there were any questions. Chairman Richard Neely asked about the status of Hangar 9. Mike Lewis explained that Guardian may possibly expand into the larger hangar side.

Commissioner Richard Roderick inquired whether Vernon Aviation was busy. Mike Lewis responded that while he thought the COVID situation might help Vernon business, it seems to have not helped any of our independent flight operators. There was a short discussion regarding flight frequency.

### **Approval of 2020 Open Meetings Resolution for Four Corners Regional Airport**

A roll call was taken, and Chairman Neely read the resolution setting and establishing a regular meeting day, time, and place for the Airport Advisory Commission pursuant to City Council Resolution No. 2013-1466 as ratified. Approval of the Open Meetings Resolution, to keep the meeting day on the 2<sup>nd</sup> Tuesday of each month, passed unanimously via roll call, by a vote of 5-0.

### **Business from the Chairman:**

Chairman Richard Neely said he had no business, questions, or comments at this time.

**Business from the Members:**

Chairman Richard Neely asked if there were any questions from the members. There were no questions or comments.

**Business from the Staff:**

Chairman Richard Neely asked if there were any questions from staff. There were no questions or comments.

**Business from the Floor:**

Chairman Richard Neely 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 November 10, 2020 meeting was adjourned by Chairman Richard Neely, the motion was made by Commissioner Jon Rudolf and seconded by Commissioner Theresa Pacheco at 4:29 p.m.

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Richard Roderick – Chairman Pro Tem

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Jody Carman – Administrative Aide

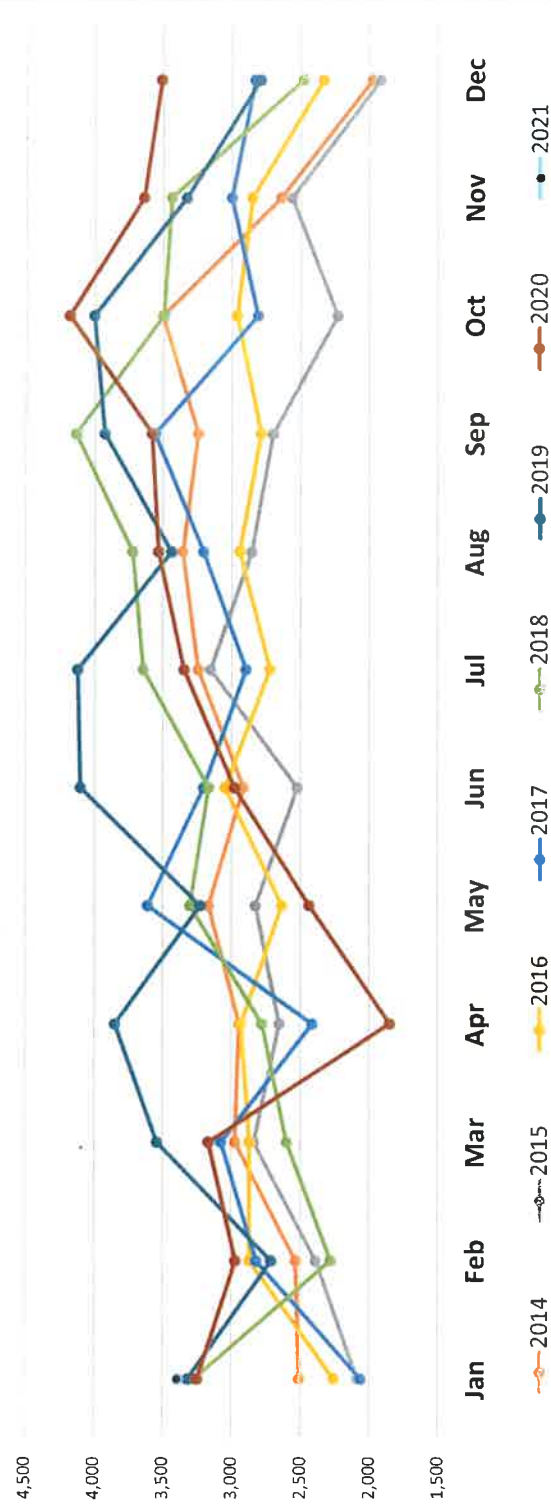
# **OPERATIONS REPORT**

**FEBRUARY 2021**

# Air Traffic Operations 2014-2021

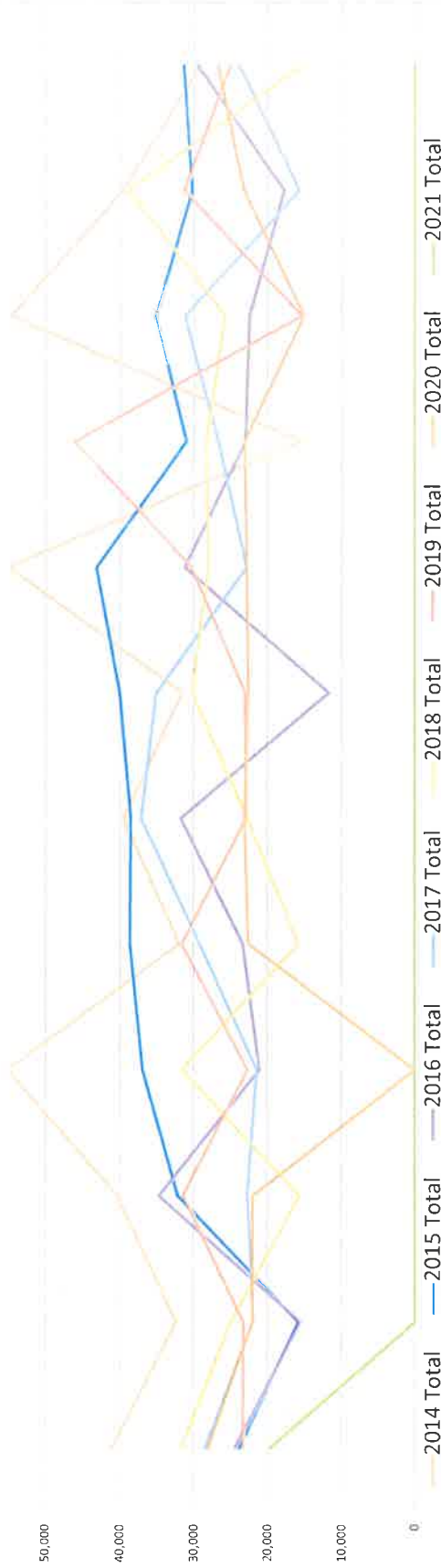
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2014	2,505	2,531	2,974	2,942	3,164	2,911	3,241	3,354	3,244	3,500	2,638	1,973	34,977
2015	2,086	2,387	2,837	2,651	2,826	2,522	3,154	2,855	2,698	2,230	2,559	1,919	30,724
2016	2,256	2,868	2,868	2,930	2,632	3,046	2,721	2,941	2,786	2,960	2,849	2,330	33,187
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	2,970	3,166	1,847	2,434	2,978	3,345	3,533	3,581	4,181	3,641	3,509	38,432
2021	3,393												3,393

## Air Traffic Operations Trend



# Monthly Fuel Flowage Report (Gallons)

	January	February	March	April	May	June	July	August	September	October	November	December	Total Yearly Fuel
2014 AVGas	8,616	0	0	8,235	8,334	0	0	8,050	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
<b>2014 Total</b>	<b>40,976</b>	<b>32,272</b>	<b>40,234</b>	<b>55,114</b>	<b>31,863</b>	<b>39,471</b>	<b>31,479</b>	<b>54,996</b>	<b>15,407</b>	<b>54,718</b>	<b>39,557</b>	<b>29,088</b>	<b>465,175</b>
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
<b>2015 Total</b>	<b>23,828</b>	<b>15,829</b>	<b>32,159</b>	<b>36,983</b>	<b>38,683</b>	<b>38,557</b>	<b>40,055</b>	<b>43,215</b>	<b>30,997</b>	<b>35,218</b>	<b>30,241</b>	<b>31,430</b>	<b>397,195</b>
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	14,982	22,391	7,436	21,463	212,160
<b>2016 Total</b>	<b>24,337</b>	<b>15,463</b>	<b>34,656</b>	<b>20,994</b>	<b>23,255</b>	<b>31,654</b>	<b>11,650</b>	<b>31,143</b>	<b>22,914</b>	<b>22,391</b>	<b>17,703</b>	<b>29,471</b>	<b>285,631</b>
2017 AVGas	8,008	0	0	8,001	8,238	8,044	8,322	4,122	0	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
<b>2017 Total</b>	<b>28,465</b>	<b>21,783</b>	<b>22,717</b>	<b>21,440</b>	<b>29,185</b>	<b>37,161</b>	<b>35,135</b>	<b>22,766</b>	<b>26,543</b>	<b>31,201</b>	<b>15,670</b>	<b>23,865</b>	<b>316,031</b>
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
<b>2018 Total</b>	<b>31,561</b>	<b>24,818</b>	<b>15,625</b>	<b>31,529</b>	<b>15,704</b>	<b>22,660</b>	<b>30,144</b>	<b>27,963</b>	<b>28,229</b>	<b>25,686</b>	<b>38,766</b>	<b>15,330</b>	<b>308,015</b>
2019 AVGas	8,089	0	8,146	0	8,393	7,857	7,974	7,770	16,026	0	8,065	4,947	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
<b>2019 Total</b>	<b>23,230</b>	<b>23,126</b>	<b>31,293</b>	<b>22,566</b>	<b>31,460</b>	<b>22,749</b>	<b>22,897</b>	<b>30,223</b>	<b>46,085</b>	<b>15,273</b>	<b>31,225</b>	<b>24,993</b>	<b>325,100</b>
2020 AVGas	5,261	4,921	3,621	0	8,079	0	7,792	7,997	0	0	7,986	3,951	49,608
2020 Jet A	22,615	16,995	18,247	0	22,473	14,918	22,476	14,881	14,963	14,980	15,101	22,728	200,377
<b>2020 Total</b>	<b>27,876</b>	<b>21,916</b>	<b>21,868</b>	<b>0</b>	<b>22,473</b>	<b>22,997</b>	<b>22,476</b>	<b>22,673</b>	<b>22,960</b>	<b>14,980</b>	<b>23,087</b>	<b>26,679</b>	<b>249,985</b>
2021 AVGas	4,381	0	0	0	0	0	0	0	0	0	0	0	4,381
2021 Jet A	15,250	0	0	0	0	0	0	0	0	0	0	0	15,250
<b>2021 Total</b>	<b>19,631</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19,631</b>

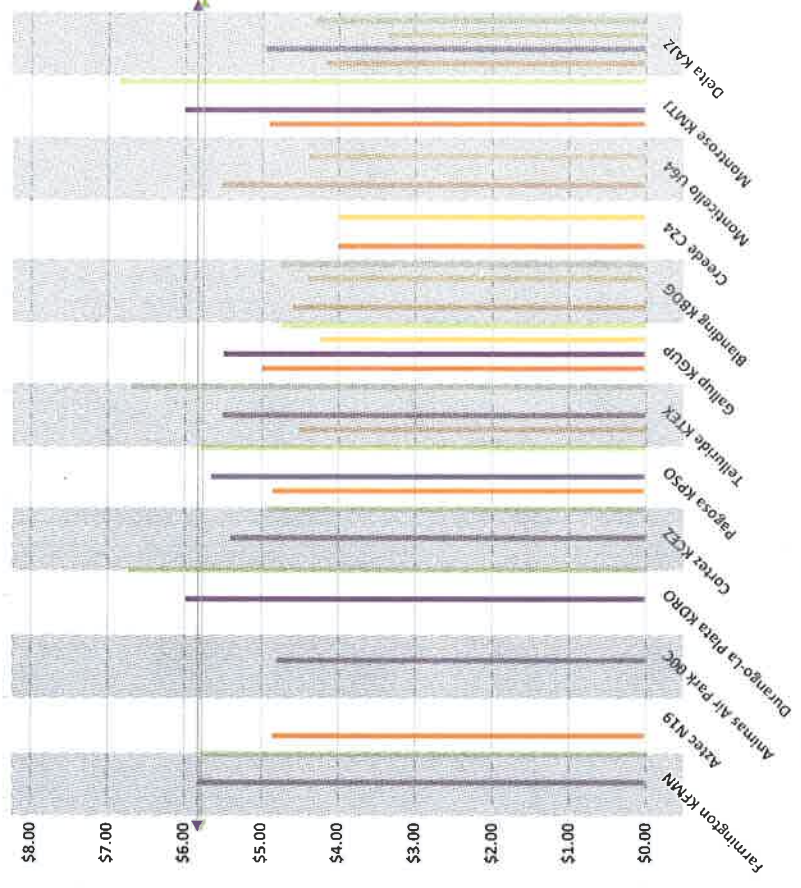




**REGIONAL FUEL PRICING**  
February, 2021 - AirNav.com



	100 LL SELF serve	100 LL FULL serve	Jet A SELF serve	Jet A FULL serve
Farmington KFMN Difference		\$5.82		\$5.79
<b>Regional AVG</b>	\$4.71	\$5.47	\$4.00	\$5.79
<b>Difference</b>	<b>\$1.11</b>	<b>\$0.35</b>	<b>\$1.79</b>	<b>\$0.00</b>
<b>Aztec N19</b>	\$4.85			
Difference	\$0.97			
<b>Animas Air Park 00C</b>		\$4.80		
Difference		\$1.02		
<b>Durango-La Plata KDRO</b>		\$5.98		\$6.73
Difference		\$0.16		\$0.94
<b>Cortez KCEZ</b>		\$5.40		\$4.95
Difference		\$0.42		\$0.84
<b>Pagosa KPSO</b>	\$4.85	\$5.65		\$5.80
Difference	\$0.97	\$0.17		\$0.01
<b>Telluride KTEX</b>	\$4.51	\$5.51		\$6.69
Difference	\$1.31	\$0.31		\$0.90
<b>Gallup KGUP</b>	\$4.99	\$5.49	\$4.24	\$4.74
Difference	\$0.83	\$0.33	\$1.55	\$1.05
<b>Blanding KBDG</b>	\$4.60		\$4.40	\$4.75
Difference	\$1.22		\$1.39	\$1.04
<b>Creede C24</b>	\$4.00		\$4.00	
Difference	\$1.82		\$1.79	
<b>Monticello U64</b>	\$5.52		\$4.40	
Difference	\$0.30		\$1.39	
<b>Montrose KMTJ</b>	\$4.90	\$6.00		\$6.85
Difference	\$0.92	\$0.18		\$1.06
<b>Delta KAJZ</b>	\$4.15	\$4.95	\$3.35	\$4.30
Difference	\$1.67	\$0.87	\$2.44	\$1.49



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

# NO WORRIES Total Gross Sales 2017 - 2021

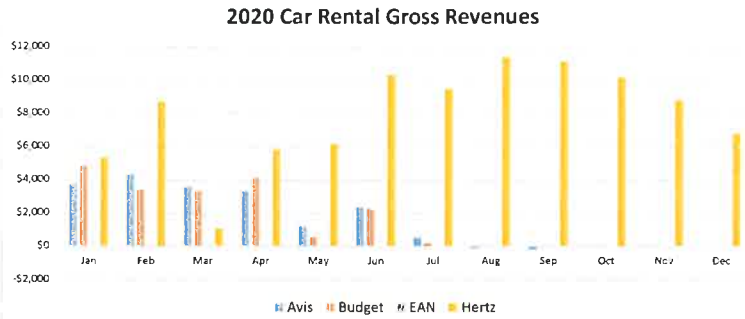
## Compared to ZEBRAS Total Gross Sales 2013

	2021 NO WORRIES	2020 NO WORRIES	2019 NO WORRIES	2018 NO WORRIES	2017 NO WORRIES	2013 ZEBRAS
Jan	59,098	66,089	78,428	74,329	78,768	78,032
Feb		65,416	75,606	63,743	76,526	76,122
Mar		45,774	98,851	92,214	93,996	100,762
Apr		8,227	79,586	73,276	93,815	76,036
May		10,474	87,072	91,388	96,229	79,155
Jun		69,017	100,014	99,896	99,917	74,843
Jul		85,571	87,634	90,514	98,353	70,972
Aug		105,909	96,415	89,183	82,752	86,944
Sep		115,079	90,911	100,971	100,501	100,379
Oct		101,975	72,759	90,005	94,438	108,853
Nov		44,568	72,108	83,068	68,349	95,693
Dec		44,523	97,434	106,814	92,167	102,835
	<b>59,098</b>	<b>762,622</b>	<b>1,036,818</b>	<b>1,055,401</b>	<b>1,075,811</b>	<b>1,050,626</b>

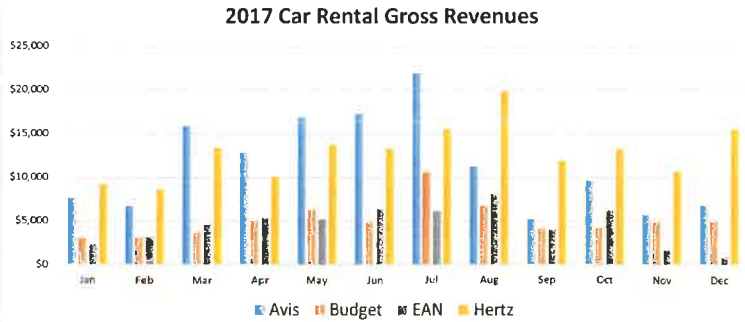


## Car Rental Gross Revenues

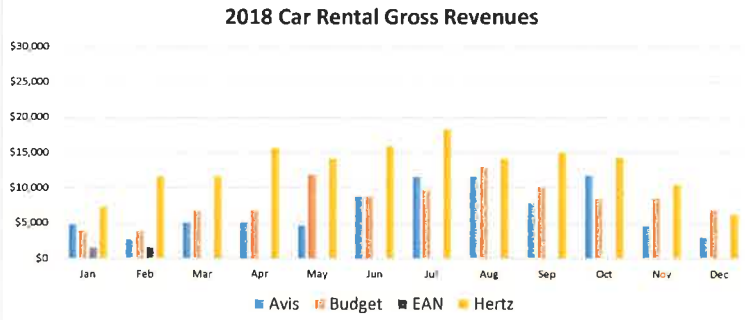
2020	Avis	Budget	EAN	Hertz	Totals
Jan	\$3,714	\$4,851		\$5,339	\$13,904
Feb	\$4,329	\$3,388		\$8,708	\$16,425
Mar	\$3,571	\$3,303		\$1,062	\$7,936
Apr	\$3,310	\$4,124		\$5,806	\$13,240
May	\$1,180	\$545		\$6,133	\$7,858
Jun	\$2,350	\$2,212		\$10,306	\$14,868
Jul	\$522	\$192		\$9,450	\$10,164
Aug	-\$107	-\$2		\$11,371	\$11,263
Sep	-\$198	-\$13		\$11,107	\$10,896
Oct	-\$58	-\$43		\$10,162	\$10,061
Nov	-\$64	\$0		\$8,792	\$8,728
Dec	\$0	\$0		\$6,800	\$6,800
	<b>\$18,549</b>	<b>\$18,558</b>	<b>\$0</b>	<b>\$95,036</b>	



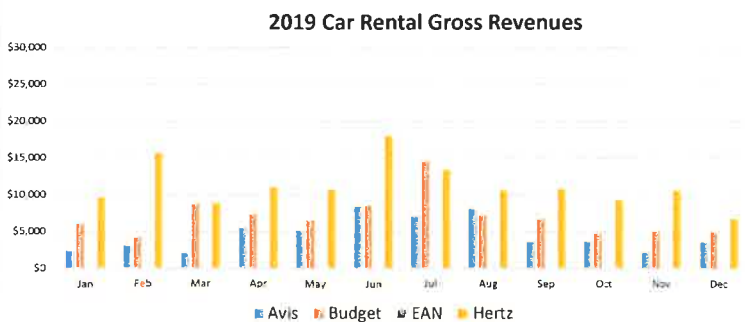
2017	Avis	Budget	EAN	Hertz	Totals
Jan	\$7,609	\$3,052	\$2,422	\$9,194	\$22,277
Feb	\$6,696	\$3,105	\$3,169	\$8,604	\$21,574
Mar	\$15,889	\$3,742	\$4,682	\$13,394	\$37,707
Apr	\$12,848	\$5,106	\$5,371	\$9,986	\$33,311
May	\$16,912	\$6,301	\$5,258	\$13,745	\$42,216
Jun	\$17,292	\$4,880	\$6,441	\$13,299	\$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
	<b>\$137,802</b>	<b>\$61,750</b>	<b>\$54,530</b>	<b>\$154,938</b>	



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
	<b>\$81,665</b>	<b>\$98,526</b>	<b>\$3,245</b>	<b>\$164,925</b>	



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
	<b>\$54,636</b>	<b>\$84,483</b>	<b>\$0</b>	<b>\$135,509</b>	



### Car Rental Combined Yearly Trend 2017-2020

