



## **FOUR CORNERS REGIONAL AIRPORT**

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# **AGENDA**

## City of Farmington Airport Advisory Commission

March 12, 2019



AIRPORT DIVISION; GENERAL SERVICES DEPARTMENT

# A G E N D A

Airport Advisory Commission  
Executive Conference Room – 800 Municipal Drive  
March 12, 2019 at 4:00 p.m.

<b>ITEM</b>		<b>PAGE</b>
1.	Call Meeting to Order	
2.	Approval of Agenda	
3.	Approval of Minutes from the February 12, 2019 Airport Advisory Commission Meeting	2
4.	Operations Report	5
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**  
**February 12, 2019**

The Airport Advisory Commission of the City of Farmington met on Tuesday, February 12, 2019, at 4:00 p.m., in the City of Farmington Executive Conference Room, 800 Municipal Drive, Farmington, New Mexico.

**Members Present:**

Richard Neely, Chairman  
Johnny Arrington, Pro Tem  
Mark Gordon  
Theresa Pacheco  
Richard Roderick

**Members Absent:**

**Staff Present:**

Mike Lewis, Airport Manager  
Jody Carman, Administrative Aide  
Jennifer Breakell, City Attorney

**Others Present:**

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

**Call to Order**

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

**Approval of the February 12, 2019 Agenda**

Chairman Richard Neely asked for a motion to approve the agenda for February 12, 2019. He 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 February 12, 2019 and passed unanimously by a vote of 5-0.

**Approval of the Minutes from the January 8, 2019, Regular Meeting of the AAC**

Chairman Richard Neely asked for a motion to approve the minutes from January 8, 2019. 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 January 8, 2019 regular meeting of the Airport Advisory Commission and passed unanimously by a vote of 5-0.

**Operations Report**

Mike Lewis presented a quick overview of the charts included in the February 12, 2019 Full Agenda.

**Additional Operations Information**

- Airport Manager Mike Lewis offered congratulations to Theresa Pacheco for her appointment to regular Airport Advisory Commission Member from Alternate. Mike also introduced new Airport Advisory Member Mark Gordon to everyone in the room.
  
- Mike Lewis reported Archipele Technologies has not yet given the airport a check for deposit on Hangar 9. Mike explained he will give Archipele until this Friday, February 15<sup>th</sup> to secure the hangar with a deposit check. If that does not work out, Mike Lewis will continue the search for economically viable new tenants to occupy Hangar 9.

- Mike Lewis has contacted, via email and phone message, the experimental airship company SCEYE from Roswell to schedule the launch of their air balloon.
- The airport runway upgrade project is underway and on track. Mike Lewis presented a preliminary schedule regarding the updates to runways 5-23 and 7-25. There was a short discussion regarding Visual Approach Slope Indicator (VASI) to Precision Approach Path Indicator (PAPI) light upgrades on runway 5-23.
- This upgrade conversation segued to a short discussion regarding a contractor completing lighting upgrades as opposed to the FAA. Also discussed were possible routes, hubs, and new airline advertising.
- Mike Lewis reported City of Farmington dug test holes at end of runway 5-23 to locate sandstone levels to be sure material is not too close to the surface and to test dirt density.
- The Gary Mize hangar project broke ground today. Mike noted the general location for the new hangar to line up with the existing hangars. A short discussion ensued regarding gate access, fencing and possible parking areas. It was noted the property would be very easy to commercially develop. A few commission members inquired about lease terms and city ownership. Mike explained ground leases are offered for 25 years and after that time, the property and structures revert to city ownership. Some examples of existing ground leases were noted in the short discussion.
- The fixed base operation (FBO) request for proposal (RFP) is in progress. The deadline is the end of June, 2019.
- Mike reported that he met with a small airline company in Santa Fe last week, Advanced Air, that provides King Air 350 service to Albuquerque. Advanced Air is based in California and can provide air service from Farmington to Albuquerque for around \$300.00. Since there is no subsidy available, Mike noted this opportunity will most likely be passed by. Mike added Advanced Air was currently bidding on service to Albuquerque from Carlsbad, and that service would be subsidized. There was a short discussion regarding routes, Farmington airline history, and types of subsidy available to smaller airports.
- Mike Lewis explained that today, a new issue arose regarding our car rental concessions. It looks like Avis/Budget may be looking for alternative location to conduct business. Price breaks that would be fair to all car concessions were discussed. Mike Lewis will address the issue with City of Farmington purchasing on Wednesday morning. There was not enough information to consider any solutions or options.

**Business from the Staff:**

Chairman Richard Neely asked if there were any more 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 February 12, 2019 meeting was adjourned by Chairman Richard Neely, the motion was made by Theresa Pacheco and seconded by Mark Gordon at 4:35 p.m.

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Richard Neely – Chairman

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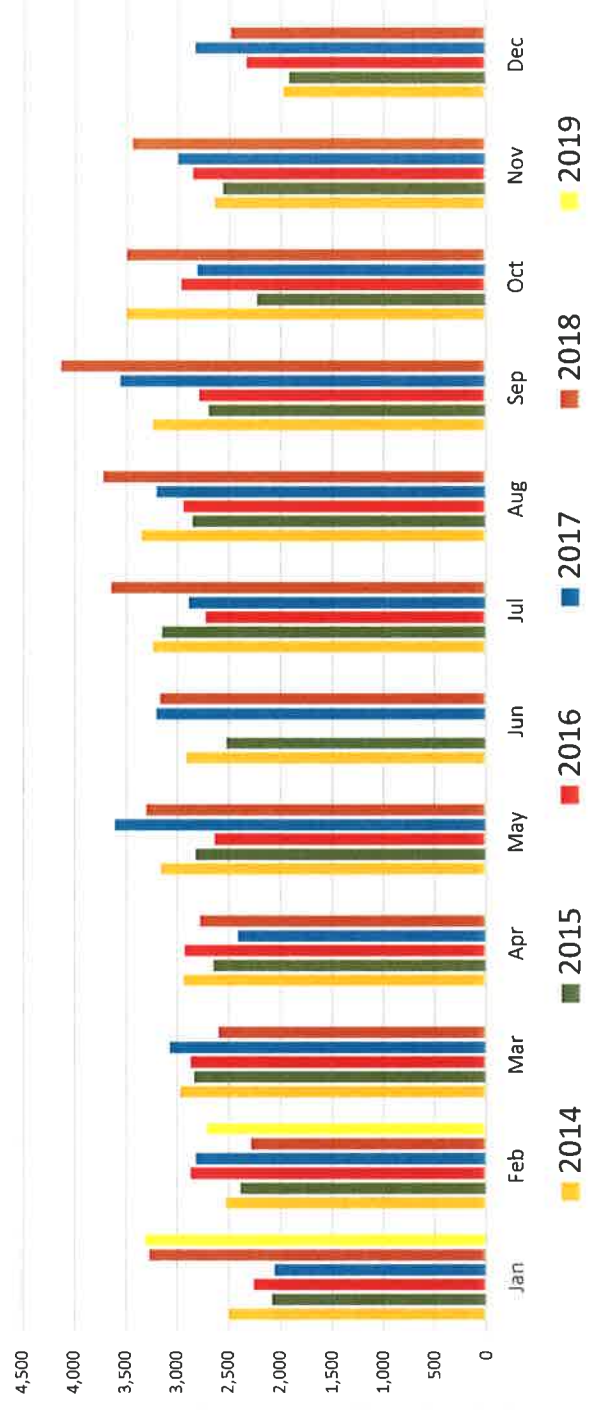
Jody Carman – Administrative Aide

# **OPERATIONS REPORT**

**MARCH 2019**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
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	2,868	2,930	2,632	0	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
2019	3,319	2,711	0	0	0	0	0	0	0	0	0	0

### Air Traffic Operations



2013	35,454	2014	34,977	2015	30,724	2016	30,141
2017	35,497	2018	38,324	2019	6,030	2020	

## Monthly Fuel Flowage Report (Gallons)

2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
AVGAS	8,069	0											8,069
Jet A	15,141	23,126											38,267
<b>Total</b>	<b>23,210</b>	<b>23,126</b>											<b>46,336</b>

2019 Monthly Fuel Flowage Chart (Gallons)

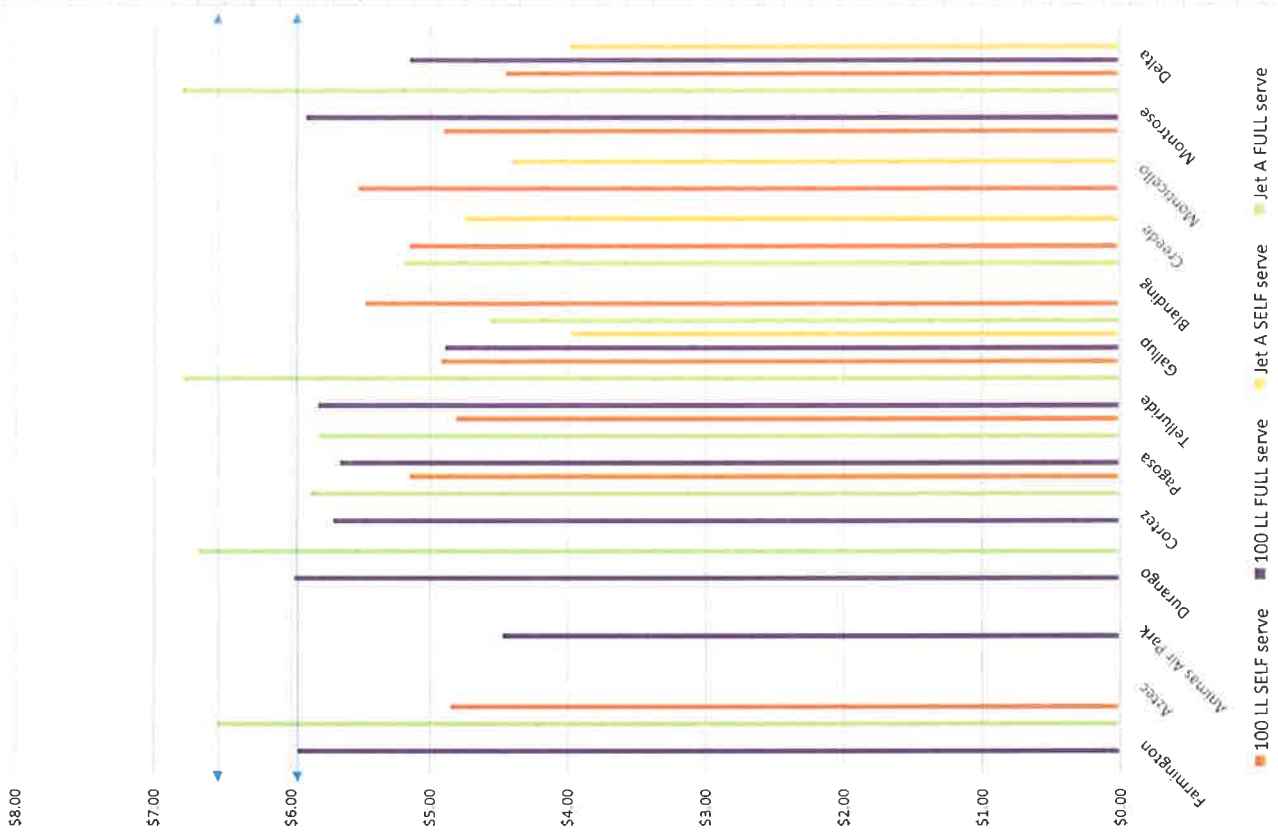


	January	February	March	April	May	June	July	August	September	October	November	December
<b>2013 AVGAS</b>	0	8,004	0	8,330	3,942	0	8,317	8,284	12,034	0	8,081	8,522
<b>Jet A</b>	48,574	31,912	62,701	23,571	35,083	38,154	39,334	61,966	30,592	54,542	30,769	47,582
<b>2014 AVGAS</b>	8,816	0	0	8,235	8,334	0	0	8,050	0	8,183	8,278	8,511
<b>Jet A</b>	32,360	32,272	40,234	46,879	23,529	39,471	31,479	46,946	15,407	46,535	31,279	20,577
<b>2015 AVGAS</b>	0	0	7,994	5,134	7,883	7,987	8,501	11,901	0	11,733	0	0
<b>Jet A</b>	23,828	15,829	24,165	31,849	30,800	30,570	31,554	31,314	30,997	23,485	30,241	31,430
<b>2016 AVGAS</b>	8,531	0	19,483	0	7,820	8,060	3,933	7,838	8,032	0	10,267	8,008
<b>Jet A</b>	15,806	15,463	75,967	0	15,435	23,564	7,717	23,305	14,882	22,391	7,436	21,463
<b>2017 AVGAS</b>	8,008	0	0	8,001	8,238	8,044	8,322	0	4,122	8,053	0	8,102
<b>Jet A</b>	20,457	21,783	22,717	13,439	20,947	29,117	26,813	22,766	22,521	23,148	15,670	15,763
<b>2018 AVGAS</b>	8,179	997	0	8,121	7,945	0	7,771	7,962	7,933	3,007	8,145	0
<b>Jet A</b>	23,382	23,821	15,625	23,408	7,759	22,660	22,373	20,001	20,298	22,679	30,621	15,330
<b>2013</b>	<b>8,816</b>	<b>8,004</b>	<b>7,994</b>	<b>8,330</b>	<b>3,942</b>	<b>0</b>	<b>8,317</b>	<b>8,284</b>	<b>12,034</b>	<b>0</b>	<b>8,081</b>	<b>8,522</b>
<b>2014</b>	<b>48,574</b>	<b>31,912</b>	<b>62,701</b>	<b>23,571</b>	<b>35,083</b>	<b>38,154</b>	<b>39,334</b>	<b>61,966</b>	<b>30,592</b>	<b>54,542</b>	<b>30,769</b>	<b>47,582</b>
<b>2015</b>	<b>0</b>	<b>0</b>	<b>7,994</b>	<b>5,134</b>	<b>7,883</b>	<b>7,987</b>	<b>8,501</b>	<b>11,901</b>	<b>0</b>	<b>11,733</b>	<b>0</b>	<b>0</b>
<b>2016</b>	<b>8,531</b>	<b>0</b>	<b>19,483</b>	<b>0</b>	<b>7,820</b>	<b>8,060</b>	<b>3,933</b>	<b>7,838</b>	<b>8,032</b>	<b>0</b>	<b>10,267</b>	<b>8,008</b>
<b>2017</b>	<b>8,008</b>	<b>0</b>	<b>0</b>	<b>8,001</b>	<b>8,238</b>	<b>8,044</b>	<b>8,322</b>	<b>0</b>	<b>4,122</b>	<b>8,053</b>	<b>0</b>	<b>8,102</b>
<b>2018</b>	<b>8,179</b>	<b>997</b>	<b>0</b>	<b>8,121</b>	<b>7,945</b>	<b>0</b>	<b>7,771</b>	<b>7,962</b>	<b>7,933</b>	<b>3,007</b>	<b>8,145</b>	<b>0</b>
<b>AVGAS</b>	<b>23,382</b>	<b>23,821</b>	<b>15,625</b>	<b>23,408</b>	<b>7,759</b>	<b>22,660</b>	<b>22,373</b>	<b>20,001</b>	<b>20,298</b>	<b>22,679</b>	<b>30,621</b>	<b>15,330</b>
<b>2013</b>	<b>8,816</b>	<b>8,004</b>	<b>7,994</b>	<b>8,330</b>	<b>3,942</b>	<b>0</b>	<b>8,317</b>	<b>8,284</b>	<b>12,034</b>	<b>0</b>	<b>8,081</b>	<b>8,522</b>
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<b>2014</b>	<b>48,574</b>	<b>31,912</b>	<b>62,701</b>	<b>23,571</b>	<b>35,083</b>	<b>38,154</b>	<b>39,334</b>	<b>61,966</b>	<b>30,592</b>	<b>54,542</b>	<b>30,769</b>	<b>47,582</b>
<b>2015</b>	<b>0</b>	<b>0</b>	<b>7,994</b>	<b>5,134</b>	<b>7,883</b>	<b>7,987</b>	<b>8,501</b>	<b>11,901</b>	<b>0</b>	<b>11,733</b>	<b>0</b>	<b>0</b>
<b>2016</b>	<b>8,531</b>	<b>0</b>	<b>19,483</b>	<b>0</b>	<b>7,820</b>	<b>8,060</b>	<b>3,933</b>	<b>7,838</b>	<b>8,032</b>	<b>0</b>	<b>10,267</b>	<b>8,008</b>
<b>2017</b>	<b>8,008</b>	<b>0</b>	<b>0</b>	<b>8,001</b>	<b>8,238</b>	<b>8,044</b>	<b>8,322</b>	<b>0</b>	<b>4,122</b>	<b>8,053</b>	<b>0</b>	<b>8,102</b>
<b>2018</b>	<b>8,179</b>	<b>997</b>	<b>0</b>	<b>8,121</b>	<b>7,945</b>	<b>0</b>	<b>7,771</b>	<b>7,962</b>	<b>7,933</b>	<b>3,007</b>	<b>8,145</b>	<b>0</b>
<b>AVGAS</b>	<b>23,382</b>	<b>23,821</b>	<b>15,625</b>	<b>23,408</b>	<b>7,759</b>	<b>22,660</b>	<b>22,373</b>	<b>20,001</b>	<b>20,298</b>	<b>22,679</b>	<b>30,621</b>	<b>15,330</b>
<b>2013</b>	<b>8,816</b>	<b>8,004</b>	<b>7,994</b>	<b>8,330</b>	<b>3,942</b>	<b>0</b>	<b>8,317</b>	<b>8,284</b>	<b>12,034</b>	<b>0</b>	<b>8,081</b>	<b>8,522</b>
<b>2014</b>	<b>48,574</b>	<b>31,912</b>	<b>62,701</b>	<b>23,571</b>	<b>35,083</b>	<b>38,154</b>	<b>39,334</b>	<b>61,966</b>	<b>30,592</b>	<b>54,542</b>	<b>30,769</b>	<b>47,582</b>
<b>2015</b>	<b>0</b>	<b>0</b>	<b>7,994</b>	<b>5,134</b>	<b>7,883</b>	<b>7,987</b>	<b>8,501</b>	<b>11,901</b>	<b>0</b>	<b>11,733</b>	<b>0</b>	<b>0</b>
<b>2016</b>	<b>8,531</b>	<b>0</b>	<b>19,483</b>	<b>0</b>	<b>7,820</b>	<b>8,060</b>	<b>3,933</b>	<b>7,838</b>	<b>8,032</b>	<b>0</b>	<b>10,267</b>	<b>8,008</b>
<b>2017</b>	<b>8,008</b>	<b>0</b>	<b>0</b>	<b>8,001</b>	<b>8,238</b>	<b>8,044</b>	<b>8,322</b>	<b>0</b>	<b>4,122</b>	<b>8,053</b>	<b>0</b>	<b>8,102</b>
<b>2018</b>	<b>8,179</b>	<										



**REGIONAL FUEL PRICING**  
**MARCH, 2019 - AirNav.com**

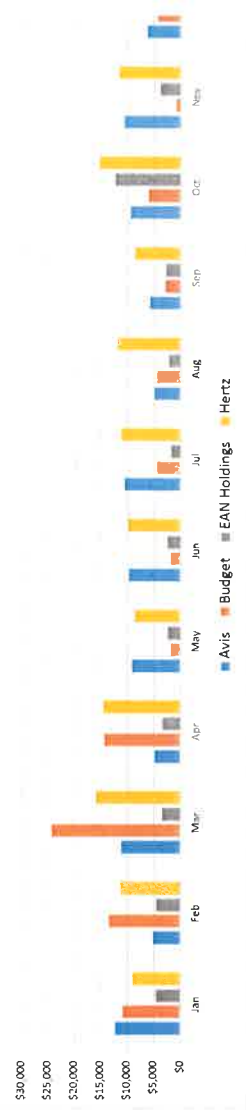
	100 LL SELF serve	100 LL FULL serve	Jet A SELF serve	Jet A FULL serve
<b>Farmington</b>		\$5.96		\$6.54
Difference				
<b>Regional AVG</b>	\$5.02	\$5.44	\$4.28	\$5.96
Difference	\$0.94	\$0.52	\$2.26	\$0.58
<b>Artec</b>	\$4.85			
Difference	\$1.11			
<b>Animas Air Park</b>		\$4.47		
Difference		\$1.49		
<b>Durango</b>		\$5.98		\$6.68
Difference		\$0.02		\$0.14
<b>Cortez</b>		\$5.70		\$5.87
Difference		\$0.26		\$0.67
<b>Pagosa</b>		\$5.65		\$5.80
Difference		\$0.31		\$0.74
<b>Telluride</b>		\$5.81		\$6.79
Difference		\$0.15		\$0.25
<b>Gallup</b>		\$4.89		\$4.57
Difference		\$1.07		
<b>Blanding</b>		\$5.47		\$5.19
Difference		\$0.49		\$1.35
<b>Creede</b>		\$5.15		\$4.75
Difference		\$0.81		\$1.79
<b>Montceillo</b>		\$5.52		\$4.40
Difference		\$0.44		\$2.14
<b>Montrose</b>		\$4.90		\$6.80
Difference		\$1.06		\$0.26
<b>Delta</b>		\$5.15		\$3.99
Difference		\$0.81		\$2.55



# Car Rental Gross Revenues

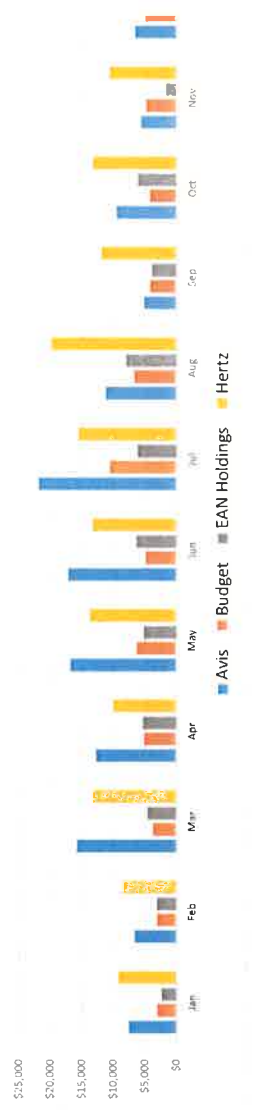
2016	Monthly Totals			
	Avis	Budget	EAN Holdings	Hertz
Jan	\$12,333	\$10,870	\$4,631	\$9,028
Feb	\$5,251	\$13,465	\$4,550	\$11,259
Mar	\$11,261	\$24,369	\$3,518	\$16,020
Apr	\$4,850	\$14,384	\$3,442	\$14,551
May	\$9,216	\$1,986	\$2,437	\$8,638
Jun	\$9,816	\$2,003	\$2,513	\$9,861
Jul	\$10,672	\$4,573	\$1,845	\$11,261
Aug	\$4,954	\$4,573	\$2,257	\$11,981
Sep	\$5,897	\$2,923	\$2,785	\$8,710
Oct	\$9,578	\$6,131	\$12,393	\$15,453
Nov	\$10,730	\$913	\$3,869	\$11,768
Dec	\$6,427	\$4,436	\$5,363	\$11,186
<b>Total</b>	<b>\$100,985</b>	<b>\$90,626</b>	<b>\$49,603</b>	<b>\$139,716</b>

2016 Car Rental Gross Revenues



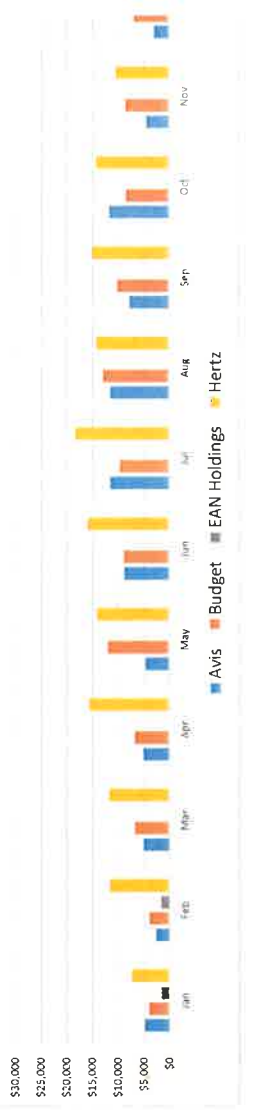
2017	Monthly Totals			
	Avis	Budget	EAN Holdings	Hertz
Jan	\$7,609	\$3,052	\$2,422	\$9,194
Feb	\$6,696	\$3,105	\$3,169	\$8,604
Mar	\$15,889	\$3,742	\$4,682	\$13,394
Apr	\$12,848	\$5,106	\$5,371	\$9,986
May	\$16,912	\$6,301	\$5,258	\$13,745
Jun	\$17,292	\$4,880	\$6,441	\$13,299
Jul	\$21,963	\$10,585	\$6,232	\$15,532
Aug	\$11,314	\$6,776	\$6,082	\$19,827
Sep	\$5,227	\$4,189	\$4,026	\$11,930
Oct	\$9,612	\$4,249	\$6,219	\$13,271
Nov	\$5,725	\$4,876	\$1,731	\$10,671
Dec	\$6,725	\$4,939	\$897	\$15,485
<b>Total</b>	<b>\$137,802</b>	<b>\$61,760</b>	<b>\$54,630</b>	<b>\$184,838</b>

2017 Car Rental Gross Revenues



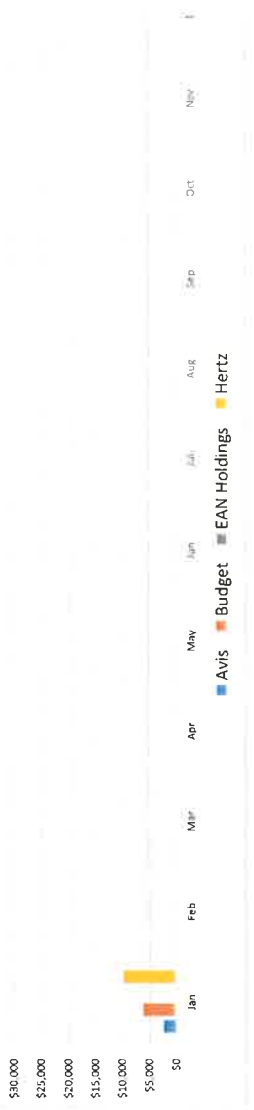
2018	Monthly Totals			
	Avis	Budget	EAN Holdings	Hertz
Jan	\$4,872	\$3,955	\$1,592	\$7,385
Feb	\$2,715	\$3,882	\$1,653	\$11,644
Mar	\$5,122	\$6,723	\$0	\$11,716
Apr	\$5,122	\$6,723	\$0	\$15,647
May	\$4,699	\$11,918	\$0	\$14,135
Jun	\$8,803	\$8,800	\$0	\$15,943
Jul	\$11,585	\$9,660	\$0	\$18,297
Aug	\$11,592	\$12,894	\$0	\$14,170
Sep	\$7,802	\$10,092	\$0	\$14,939
Oct	\$11,778	\$8,452	\$0	\$14,263
Nov	\$4,548	\$8,545	\$0	\$10,477
Dec	\$3,027	\$6,882	\$0	\$6,309
<b>Total</b>	<b>\$81,655</b>	<b>\$96,526</b>	<b>\$3,245</b>	<b>\$184,925</b>

2018 Car Rental Gross Revenues



2019	Monthly Totals			
	Avis	Budget	EAN Holdings	Hertz
Jan	\$2,374	\$6,002	\$0	\$9,657
Feb				
Mar				
Apr				
May				
Jun				
Jul				
Aug				
Sep				
Oct				
Nov				
Dec	\$2,374	\$6,002	\$0	\$9,657

2019 Car Rental Gross Revenues



\*EAN gone March 2018

# NO WORRIES Total Gross Sales 2017 - 2019

Compared to ZEBRAS Total Gross Sales 2013

	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		92,214	93,996	100,762
Apr		73,276	93,815	76,036
May		91,388	96,229	79,155
Jun		99,896	99,917	74,843
Jul		90,514	98,353	70,972
Aug		89,183	82,752	86,944
Sep		100,971	100,501	100,379
Oct		90,005	94,438	108,853
Nov		83,068	68,349	95,693
Dec		106,814	92,167	102,835
	<b>154,034</b>	<b>1,055,401</b>	<b>1,075,811</b>	<b>1,050,626</b>

