



FOUR CORNERS REGIONAL AIRPORT

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AGENDA

City of Farmington Airport Advisory Commission

November 12, 2019



AIRPORT DIVISION; GENERAL SERVICES DEPARTMENT

A G E N D A

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

ITEM	PAGE
1. Call Meeting to Order	
2. Approval of Agenda for November 12, 2019	1
3. Approval of Minutes from the October 8, 2019 Airport Advisory Commission Meeting	2
4. Operations Report	4
5. SkyWest Market Study Presentation	
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 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
October 8, 2019

The Airport Advisory Commission of the City of Farmington met on Tuesday, October 8, 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
Theresa Pacheco
Richard Roderick
Jon Rudolf, Alternate

Members Absent:

Mark Gordon

Staff Present:

Mike Lewis, Airport Manager
Jody Carman, Administrative Aide
Ellen Wayne, Deputy City Attorney

Others Present:

Felicia Bekis, Atlantic Aviation
Marieanna Yazzie, Atlantic Aviation
George Riley, Airport Tenant

Call to Order

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

Approval of the October 8, 2019 Agenda

Chairman Richard Neely asked for a motion to approve the agenda for October 8, 2019. He asked if anyone had changes or wanted a discussion. A motion was made by John Rudolph and seconded by Theresa Pacheco to approve the agenda for October 8, 2019 and passed unanimously by a vote of 5-0.

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

Chairman Richard Neely asked for a motion to approve the minutes from September 10, 2019. He asked if anyone had any changes or wanted a discussion. A motion was made by Johnny Arrington and seconded by Richard Roderick to approve the minutes of the September 10, 2019 regular meeting of the Airport Advisory Commission and passed unanimously by a vote of 5-0.

Operations Report

Mike Lewis presented the statistics as they appear in the agenda. There had been no August and September numbers collected for No Worries gross revenues.

Additional Operations Information

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

1. The annual FAA Part 139 Inspection was completed with only two write-ups that were corrected immediately while the inspector was on site.
2. Fly-In Drive-In and Dine-In event held on Saturday, September 28 from 8:00 a.m. to noon, was extremely successful. There was a short discussion regarding seats sold on the B-17, with specific emphasis on the ball turret gunner position. Mike told the commission a warbird was already requested by staff, from the AZ Commemorative Airforce Museum, for another tour in Farmington for 2020.

3. A meeting has been set up with SkyWest and Mayor Duckett, City Manager Rob Mayes, with Airport Manager Mike Lewis in St. George, Utah for Thursday, October 24. The 90 minute meeting will be a presentation to SkyWest which includes a detailed "Deep Dive" study concerning our local community, created by Airline Service Consultant, Arkstar.
4. Construction on runway 5-23 has begun.

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 more questions from the members. An inquiry was made regarding runways closed during construction. It was explained by Mike Lewis runway 7-25 will still be open at Four Corners Regional Airport and approaches will be possible at all times. Another commission member reported ILS system was out this morning. Mike Lewis indicated it was probably not related to the construction project.

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 recognized George Riley on the floor and asked if he might want to talk to the commission. He was warmly welcomed by everyone. Pleasantries were exchanged and George Riley inquired about the commercial development space the City was negotiating to purchase property for access to the City owned land outside the airspace. Mike Lewis explained a little about the progress of that project. There was discussion regarding George's interest in Hangar 9 in the past, and he expressed his current interest in the larger side of Hangar 9 that has not yet been leased. Mike agreed to send him a contract that does not include a 90 day exit term, and would be in place for as much as five (5) years, if desired. It was agreed that George would determine if said lease would work into his business plan. A commission member asked how Vernon Aviation was doing and George explained he has two (2) new employees in Scottsdale, Arizona, and that one of his past pilots was still doing some contract work for Vernon. He stated he was booked solid until early November. There was discussion regarding his plans for several new planes, more pilots, and possible routes under consideration.

Mike Lewis suggested he might provide data to George, from the "Deep Dive" study, ArkStar was doing for the presentation to SkyWest. This information might give George a better idea of aviation business our community could support. There was a short discussion regarding pilot policies and growth of new aviation companies. Johnny Arrington and other commission members distinctly expressed their pleasure George Riley is still interested in setting up a larger scale aviation business at Four Corners Regional Airport.

Everyone expressed thanks to George Riley for attending the Airport Advisory Commission.

There being no further business to come before the Commission, the October 8, 2019 meeting was adjourned by Chairman Richard Neely, the motion was made by Theresa Pacheco and seconded by Richard Roderick at 5:40 p.m.

Richard Neely – Chairman

Jody Carman – Administrative Aide

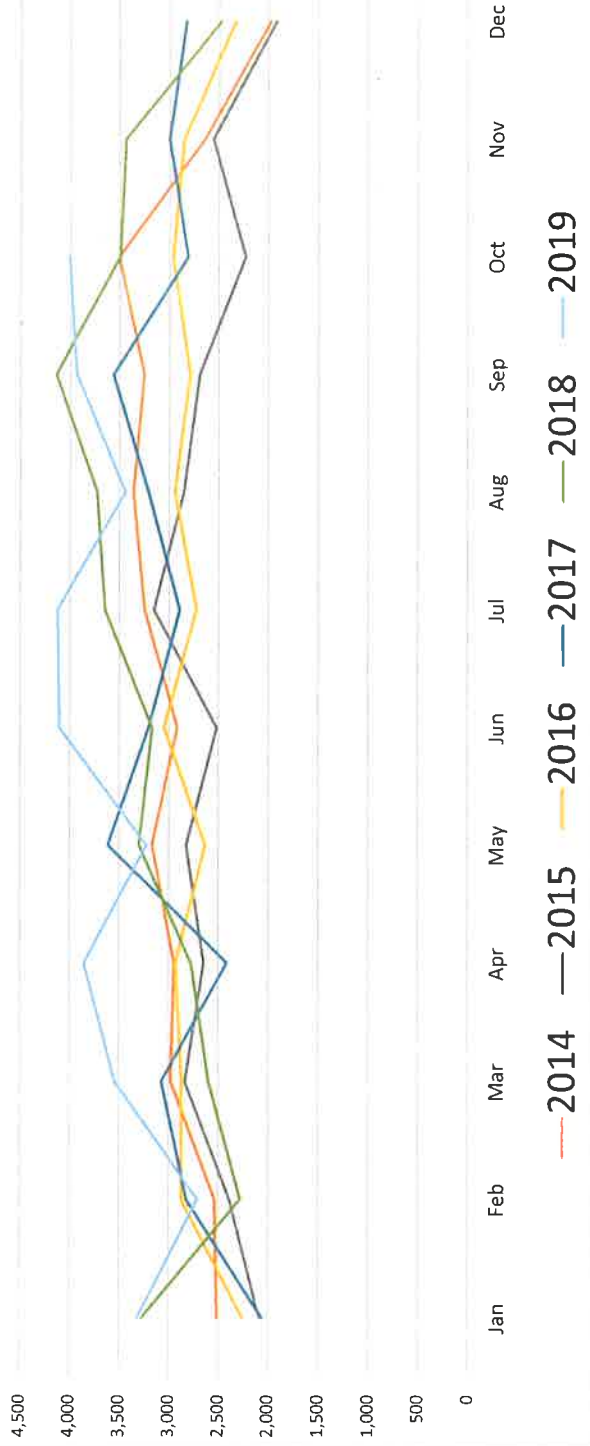
OPERATIONS REPORT

NOVEMBER 2019

Air Traffic Operations 2014-2019

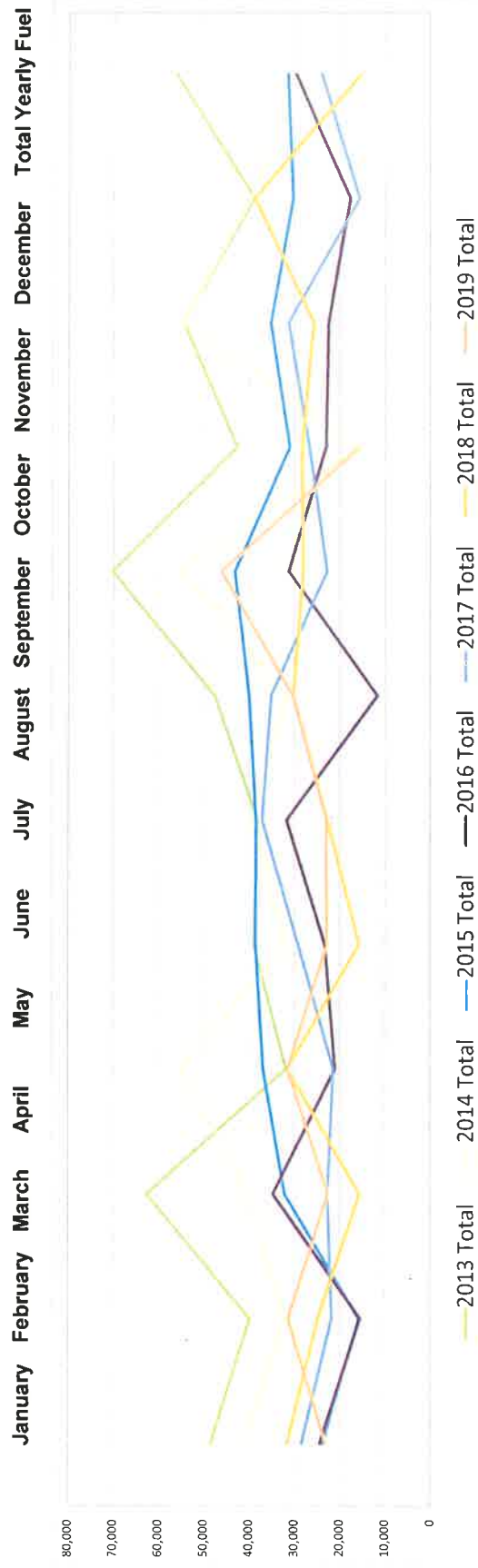
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2014	2,505	2,531	2,974	2,942	3,164	2,911	3,241	3,354	3,244	3,500	2,638	1,973	34,977
2015	2,086	2,387	2,837	2,651	2,826	2,522	3,154	2,855	2,698	2,230	2,559	1,919	30,724
2016	2,256	2,868	2,868	2,930	2,632	3,046	2,721	2,941	2,786	2,960	2,849	2,330	33,187
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			36,254

Air Traffic Operations Trend



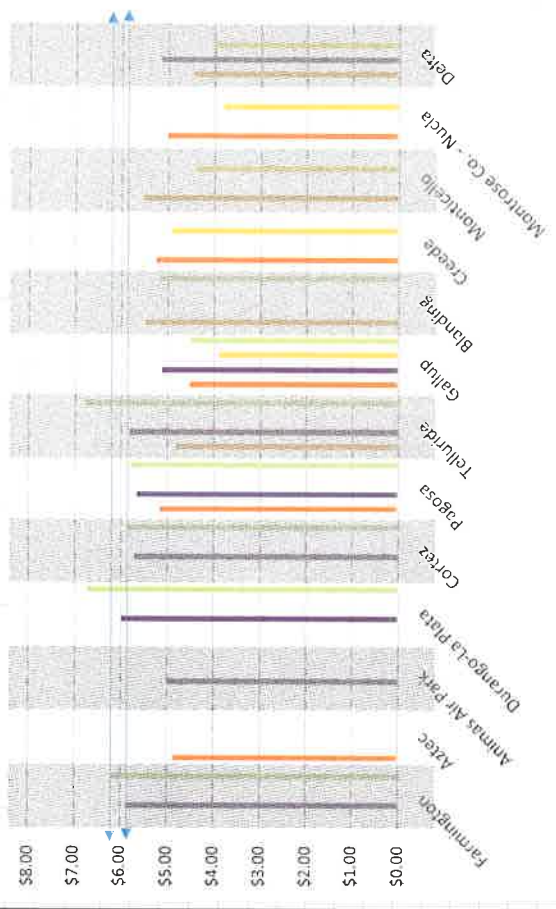
Monthly Fuel Flowage Report (Gallons)

	January	February	March	April	May	June	July	August	September	October	November	December	Total Yearly Fuel
2013 AVGas	0	8,004	0	8,330	3,242	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	38,154	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	47,661	70,250	42,626	54,542	38,850	56,104	570,304
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	406,988
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	485,175
2015 AVGas	0	0	0	7,994	5,134	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	24,165	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	212,160
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	286,631
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	7,770	16,026	0	0	0	64,235
2019 Jet A	15,141	23,126	23,147	22,566	23,067	14,892	14,923	22,453	30,059	15,273	0	0	204,647
2019 Total	23,210	23,126	31,293	22,566	31,460	22,749	22,897	30,223	46,085	15,273	0	0	268,882



REGIONAL FUEL PRICING
November, 2019 - AirNav.com

	100 LL SELF serve	100 LL FULL serve	Jet A SELF serve	Jet A FULL serve
Farmington		\$5.87		\$6.21
Difference				
Regional AVG	\$5.00	\$4.80	\$4.30	\$4.98
Difference	\$0.87	\$1.07	\$1.92	\$1.23
Aztec	\$4.85			
Difference	\$1.02			
Animas Air Park		\$4.99		
Difference		\$0.88		
Durango-La Plata		\$5.98		\$6.73
Difference		\$0.11		\$0.52
Cortez		\$5.70		\$5.87
Difference		\$0.17		\$0.34
Pagosa	\$5.15	\$5.65		\$5.80
Difference	\$0.72	\$0.22		\$0.41
Telluride	\$4.81	\$5.81		\$6.79
Difference	\$1.06	\$0.06		\$0.58
Gallup	\$4.52	\$5.12	\$3.89	\$4.49
Difference	\$1.35	\$0.75	\$2.32	\$1.72
Blanding	\$5.47			\$5.19
Difference	\$0.40			\$1.02
Creede	\$5.25		\$4.90	
Difference	\$0.62		\$1.31	
Monticello	\$5.52		\$4.40	
Difference	\$0.35		\$1.81	
Montrose Co. - Nucla	\$5.00		\$3.80	
Difference	\$0.87		\$2.41	
Delta	\$4.45	\$5.15	\$3.99	
Difference	\$1.42	\$0.72	\$2.22	



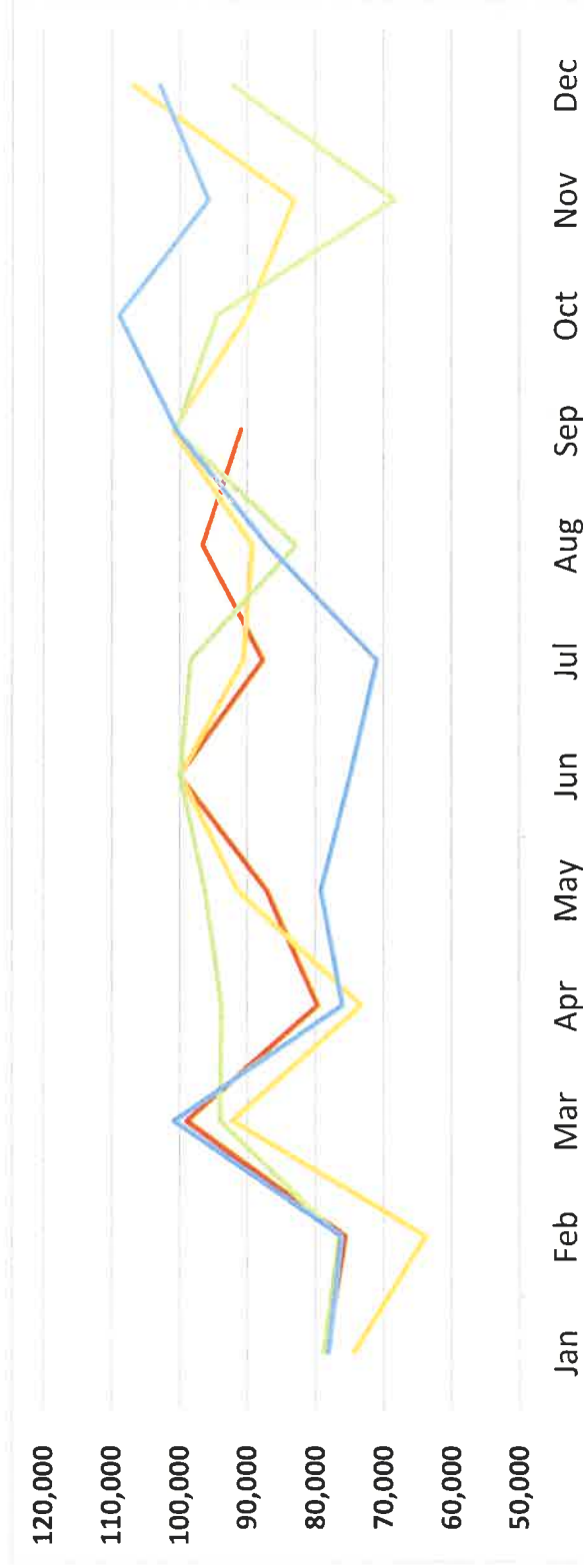
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NO WORRIES Total Gross Sales 2017 - 2019

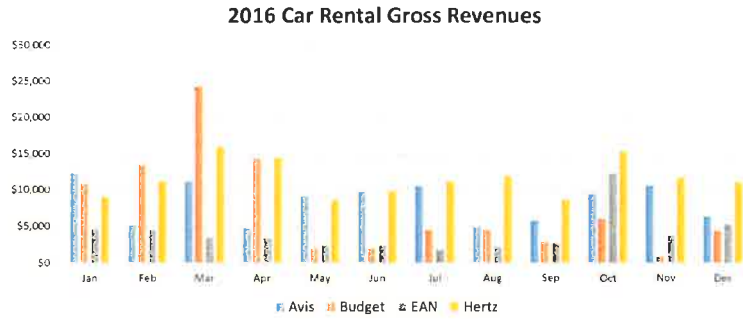
Compared to ZEBRAS Total Gross Sales 2013

	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	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		90,005	94,438	108,853
Nov		83,068	68,349	95,693
Dec		106,814	92,167	102,835
	794,517	1,055,401	1,075,811	1,050,626

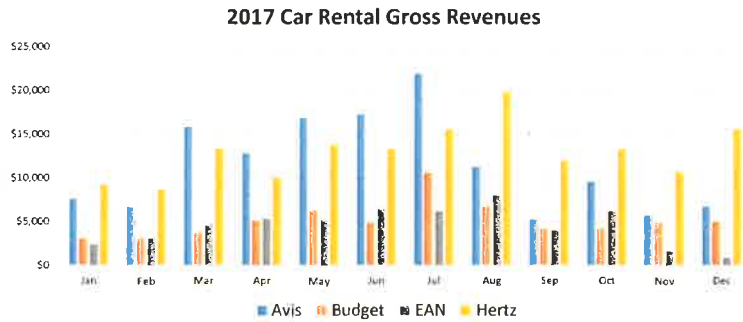


Car Rental Gross Revenues

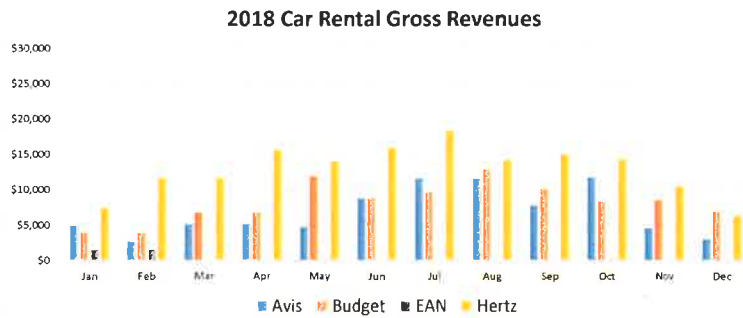
2016	Avis	Budget	EAN	Hertz	Totals
Jan	\$12,333	\$10,870	\$4,631	\$9,028	\$36,862
Feb	\$5,251	\$13,465	\$4,550	\$11,259	\$34,525
Mar	\$11,261	\$24,369	\$3,518	\$16,020	\$55,168
Apr	\$4,850	\$14,384	\$3,442	\$14,551	\$37,227
May	\$9,216	\$1,986	\$2,437	\$8,638	\$22,277
Jun	\$9,816	\$2,003	\$2,513	\$9,861	\$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	



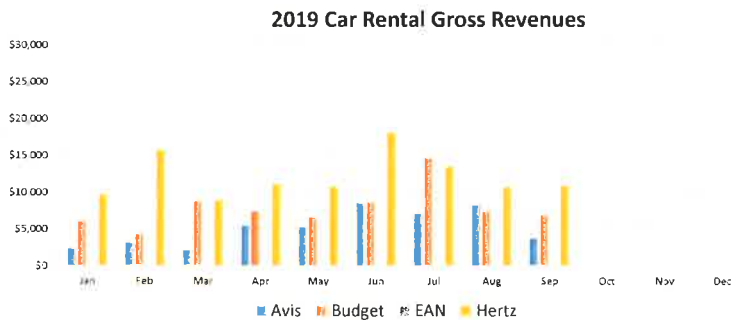
2017	Avis	Budget	EAN	Hertz	Totals
Jan	\$7,609	\$3,052	\$2,422	\$9,194	\$22,277
Feb	\$6,696	\$3,105	\$3,169	\$8,604	\$21,574
Mar	\$15,889	\$3,742	\$4,682	\$13,394	\$37,707
Apr	\$12,848	\$5,106	\$5,371	\$9,986	\$33,311
May	\$16,912	\$6,301	\$5,258	\$13,745	\$42,216
Jun	\$17,292	\$4,880	\$6,441	\$13,299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



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	



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					
Nov					
Dec					
	\$45,380	\$69,935	\$0	\$108,862	



Car Rental Combined Yearly Trend 2016-2019

