



**FAYETTEVILLE REGIONAL AIRPORT
AIRPORT COMMISSION MEETING
ZOOM & IN PERSON MEETING
Tuesday, July 26, 2022
2:00 P.M.**

ATTENDANCE

Mr. Jay Wyatt, Mrs. Judy Dawkins (ZOOM), Mr. Naynesh Mehta, Mrs. Kim Medley, Dr. Robert Hambly, Mr. Robert Van Geons (ZOOM); Dr. Wilson Lacy (ZOOM),

ABSENT

Mr. Mark Lynch, Sandy Ammons, Mr. Randy Fiveash

OTHERS

Dr. Toney Coleman, Airport Director
Mr. Deontae Watson, Deputy Airport Director
Ms. Patricia Campbell, Sr. Administrative Assistant
Mr. Greg Davis, All American Aviation (ZOOM)
Ms. Tosha Szabo, Signature Flight Support (ZOOM)
Ms. Kecia Parker, City Real Estate (ZOOM)
Mr. Paul Allen, Assistant City Attorney (ZOOM)

Vice Chairperson Wyatt called the meeting to order at 2:15 P.M.

ITEM 1: Consider Approval of the Agenda

Vice Chairperson Wyatt asked for a motion to approve the agenda.

Mr. Mehta made a motion to approve the agenda.

Mrs. Medley seconded the motion.

ACTION: The motion was carried unanimously.

ITEM 2: Consider Approval of the Minutes of the Meeting held June 28, 2022

Vice Chairperson Wyatt asked for a motion to approve the minutes.

Mrs. Medley made a motion to approve the minutes.

Dr. Hambly seconded the motion.

ACTION: The motion was carried unanimously.

ITEM 3: Consider recommending approval to City Council for the Transportation Network Company (TNC) Agreement

Dr. Coleman stated this agreement is the same that was brought before the Commission earlier. The only change is the term is three years instead of one year.

Vice Chairperson Wyatt asked for a motion to approve the recommendation to City Council.

Mrs. Medley made a motion to approve the recommendation.

Mr. Mehta seconded the motion.

ACTION: The motion was carried unanimously.

ITEM 4: Consider recommending approval to City Council for approval of the FAA Grant Agreement for Terminal Renovations Phase III

This grant is for additional money (1.8 Million) to replace the roof over the old “B” Concourse, the space between Gates 4 & 5, expansion for seating, and the front signage. The old signs have the old script and the City switched branding so we are going to purchase an internally lit “Fayetteville Regional Airport” sign. What the Commission is approving is a recommendation for City Council to accept Grant #54 .

Vice Chairperson Wyatt asked for a motion to approve the recommendation to City Council.

Mr. Mehta made a motion approve the recommendation.

Mrs. Medley seconded the motion.

ACTION: The motion was carried unanimously.

ITEM 5: Management Report

Enplanements. Total enplanements for all carriers as of June 2022 were 16,509. This indicates a 13.9% decrease compared to June of last year and a 6.5% year to date decrease. Total deplanements were 15,216. This is a total of 31,725 passengers in and out of FAY last month.

Average load factor (LF) target is 80%. American LF from 87.4% in May 2022 to 87.5% in June 2022. American’s passenger count is down 12.1% compared to June 2021.

Delta LF from 86.4% in May 2022 to 89.7% in June. Delta passenger count is down 17.6% compared to June 2021.

Ridership Averages as of June 2022: Business Travel is at 25.41%, Personal Travel at 48.81% and Military Travel at 23.65% and “other” at 2.13%.

Rental Car Revenue in June 2022 was down 29.41% as compared to June 2021. This is a 1.98% increase year to date.

Parking Lot revenues were down 5.5% in June 2022 compared to June 2021 with an 11.7% increase year to date.

American operating 14 flights per day, 7 in and 7 out. Delta is operating 6 flights per day, 3 in and 3 out. Also, 2 charters are operating a month.

After reviewing dozens and proposals from across the country, Angelique Jackson, of Jancik Arts International was selected. Angelique will design and install 80 mirror-like metal panels suspended on wires from the rotunda. Her firm specializes in stained glass and metal art. She has done work for Disney and Royal Caribbean. The project will be completed by the end of this year. We will plan an unveiling of the project to the media and the public. Thank you to the committee including Antonio Renteria from the Arts Council of Fayetteville/Cumberland County for his support and guidance.

The North Carolina Airports Association (NCAA) recently appointed Deontae Watson, Deputy Airport Director of the Fayetteville Regional Airport (FAY), to their statewide Board of Directors. The NCAA is a non-profit that provides networking and professional development opportunities to promote aviation and airport management across the state. The association also administers an aviation scholarship program.

Deontae Watson, who has served as the FAY Deputy Director since April 2021, also currently serves as the Chair of the Diversity, Equity, and Inclusion committee of the Southeast Chapter of the American Association of Airport Executives (SEC-AAAE). The SEC-AAAE is the largest chapter of the America Associates of Airport Executives and strives to promote stability, growth, efficiency, and safety for the benefit of the public, airport management, and general aviation.

The Marketing Specialist position remains in the City’s court. Expect response soon.

The pay request for REEF Parking has moved forward.

Long and short term parking rate changes to be considered by City Council August 8th.

The old “Welcome to Fayetteville” signage in the baggage wing I is being investigated for change to multi-panel programmable digital screens.

Marketing Report: Expenses decreased by 1% between May and June. Infinity Marketing spent available funds before year’s end to increase Airport’s presence on Facebook. Total Facebook views (impressions) in June were around 47K. That’s a 15% decrease over the previous month.

Facebook CPC (cost per click) is up 8%.

Google expenses also down 3% between May and June. Just like Facebook, Infinity increased Airport presence to take full advantage of funds budgeted in fiscal year ending June 30, 2022. Total Google views (impressions) in May were around 14K. That's a 2% decrease over the previous month.

Google CPC (cost per click) is up 6%.

The ACE Academy currently has 75 applicants. The deadline is July 15th. This will be held August 1 through the 4th. Mr. Watson discussed an overview of the week's activities.

Dr. Coleman gave an update on the Terminal Renovations.

ITEM 6: Commission Members Concerns

Mr. Mehta asked about the stripping on front of the terminal. He suggested a hash pattern be painted. Dr. Coleman has spoken with Gordon Johnson and Tom Slater about this situation. There is more parking in the front if people back into the spaces. We are going to put more "No Unattended Parking, Loading and Unloading Only" signage with penalty information. Mr. Wyatt says the front looks like a parking lot. He inquired about how many parking tickets are written in a month. Dr. Coleman said he would like the signs out first before starting a public awareness nightmare by writing tickets.

Vice Chairperson Wyatt was concerned that Delta had only four flights a day. Dr. Coleman said Delta has pulled out of a lot of airports and Delta is keeping the 717. This is a larger aircraft but agreed that the frequency needs to pick up.

Mr. Wyatt also asked about invoicing. He said he hasn't been receiving an invoice. Ms. Kecia Parker stated the switchover to the new accounting system (HUB) has created some bumps, and Finance and IT are working at getting them ironed out. Mr. Wyatt would like someone from Finance Department to address the Commission next month about the accounting system. It was later determined the city staff would discuss separately.

Mrs. Dawkins stated her granddaughter flew to Tampa and had to fly from RDU due to the ticket being \$400 higher than FAY.

Dr. Hambly asked about the possibility of a soft opening. Dr. Coleman said maybe at the end of October/November timeframe. He also inquired if the Marketing would be a "shared" resource? Dr. Coleman said this most likely was no longer an issue. We are awaiting approval to post our Marketing Specialist position.

Dr. Lacy inquired about lost luggage. Dr. Coleman said he would have to talk to the airline Station Manager to get information on the amount of lost luggage at FAY. This is a system wide problem unfortunately at this time.

ITEM 7: The next regularly scheduled meeting of the Airport Commission will be Tuesday, August 30, 2022 at 2:00 P.M. in the Hamilton Conference Room.

Vice Chairperson Wyatt asked for a motion to approve the next regularly scheduled Airport Commission meeting and to adjourn the meeting.

Mr. Mehta made the motion to approve the next regularly scheduled Commission meeting and adjourn.

Dr. Hambly seconded the motion.

ACTION: The motion was carried unanimously.

The meeting was adjourned at 3:00 P.M.



Sandy Ammons, Secretary
Transcribed: PAC 08/08/2022