

**MINUTES AT THE REGULAR MEETING OF THE COLUMBUS AIRPORT
COMMISSION HELD AT THE COLUMBUS AIRPORT
WEDNESDAY, DECEMBER 18, 2019 AT 9:30 AM**

The following Commission members were present for the entire meeting.

<u>NAME</u>	<u>EXPIRES</u>
Mr. Carl Rhodes, Jr., Chairman	December 31, 2019
Ms. Tana McHale, Vice Chairwoman	December 31, 2021
Mr. Donald D. Cook, Secretary	December 31, 2022

The following Commission members were absent:

Mr. Thomas G. O. Forsberg, Treasurer	December 31, 2020
Mr. James Barker	December 31, 2023

Staff members present:

Amber Clark, C.M., Airport Director
Ashton Lyle, Legal Counsel
Sonya Overton, Marketing Manager
Michele Renfro, Flightways Columbus Manager
Garry Parker, Maintenance Manager
Andre' Parker, Public Safety Chief
Roy Hightower, Finance Director
Monica Stone, Human Resources Manager
Adrian Sellers, Public Safety

Others present:

Jacob Redwine, Holt Consulting; Robert Boehnlein, Columbus Aero Service; Greg Russell, Pezold Air Charters, LLC; Austin Edwards, Speedbird Aero; Brian Thompson, RS&H; Terry Wiggins, GA Committee; Len Harris

BUSINESS OF THE MEETING

Mr. Carl Rhodes, Jr., thanked all attendees to the December 18, 2019 Commission Meeting, prior to calling the meeting to order.

First on the agenda is to approve the minutes from the November 20, 2019 Columbus Airport Meeting.

Motion by Ms. Tana McHale to approve the minutes for the November 20, 2019 Columbus Airport Meeting; seconded by Mr. Don Cook and unanimously approved by the Commission.
Ayes: 3 / No: 0

**CONSIDER ACCEPTANCE OF THE FISCAL YEAR (FY) 2018 AUDIT REPORT
FROM ROBINSON, GRIMES & COMPANY, P. C.**

Ms. Clark reported our auditor, Robinson, Grimes & Company, has completed the FY 2019 audit. The attached document contains the audited financial statements for the Columbus Airport Commission. The representation letter, which is contained in the attached document, explains that the airport has complied with the generally accepted accounting principles of the United States, that we have supplied the auditors with all information to the best of our knowledge and summarizes Robinson, Grimes & Company, P. C.'s responsibilities and conclusions.

Ms. Clark introduced Mr. Steven S. Voynich, Jr., CPA to present a summary of the completed audit.

Mr. Voynich introduced Mr. Eric Tydings, Manager of this audit from Robinson, Grimes & Company, P.C. Mr. Voynich reported what we have is the 2019 fiscal year audit, it is in accordance with the uniform guidance. That varies, depending on the total expenditures with federal awards, if you are over 750, an audit in a uniform guide is necessary, this is what you have here this year with your audit. With unmarked partitions in accordance with GAAP, which is what you want to hear. He asked the Commission to turn to page 7, balance sheet, couple of items to point out here, at the top of the page, cash and cash equivalents is up to about \$340,000.00 over the prior year. Halfway down on page 7 construction payable project is up about \$340,000.00 as well, related to the ongoing projects. The receivables are up as well, includes federal grant reimbursements that you expected to receive, or you have or will receive. Deposits, a little over a year ago you all were required to make a deposit with the FAA for one of the projects and as the construction cost were incurred, this deposit increases so that is what occurred there. Restricted assets on cash and cash equivalents is made up of PFC's and your CFC's, good numbers there. The pension liability, portion of share is up about \$235,000.00 from the prior year based on the actual assumptions. The net position is like entity in a typical commercial identity, \$32,315,000.00 which is up from last year of \$3,984,000.00. As far as the income statement and the cash flows it is easier to look at the five-year summary that you are used to seeing on cash flows. Rental income continued to increase, good year for rental income, landing and fuel flowage fees were up, escrow revenues and FBO expenses, net income from the FBO was about \$623,000.00 less operating expenses compared to \$454,000.00 last year, good year for the FBO. Operating losses at \$1, 659,000.00 is lower than last year, keep in mind that you do have about \$2,300,000.00 of depreciation expenses in that number, next to depreciation you have about a \$700,000.00 net operating income every year, good news there. There are some cash flow adjustments to give back to your net cash flow before working on capital changes in the amount of \$423,000.00, that takes into account things like grant revenues, capital asset expenditures. Couple things to point out in the foot notes are the disclosures for the pension plan, sensitivity of the Commissions nationwide ability to change the discount rate. The discount rate is actually determined off of market expectations, inflations, expected future benefit cost, current discount rate of 6.14% you have a liability of \$1,500,000.00. A one percent decrease or increase can have a significant impact on the net connection of liability. At the back on the packet there is several letters from us relating to uniform guidance, unified correspondence. In discussing our schedule of findings, we did make some recommendations and provided some enhancements regarding IT. The only finding we are required to report, is the fact that the auditor prepares the financial statements which is typical for an entity of this size. With nothing unusual to report there, obviously management does not need any improvements with journal entries. He expressed his appreciation for the required communication with the board and staff.

Ms. McHale asked Ms. Clark if she had any questions/comments with the audit report?

Ms. Clark stated no.

Management recommended the acceptance.

Motion by Mr. Don Cook to accept the Fiscal Year 2018 Audit Report from Robinson, Grimes, & Company for the Columbus Airport; seconded by Ms. Tana McHale and unanimously approved by the Commission. Ayes: 3 / No: 0

CONSIDER ACCEPTANCE OF THE APOINTMENT OF THE COLUMBUS AIRPORT COMMISSION OFFICERS FOR THE YEAR OF 2020

Mr. Carl Rhodes announced the slate of officers for the Columbus Airport Commission Board for 2020 as follows.

Ms. Tana McHale, Chairman

Mr. Don Cook, Vice Chairman

Mr. James Barker, Secretary

Mr. Thomas G. O. Forsberg, Treasurer

Ms. Amber Clark, C.M., Assistant Secretary and Assistant Treasurer

Ms. Mary Scarbrough, Assistant Secretary

Mr. Roy Hightower, Assistant Treasurer

Motion by Mr. Don Cook to accept the appointment of the Columbus Airport Commission slate of officers; seconded by Ms. Tana McHale; seconded by Mr. Don Cook and unanimously approved by the Commission. Ayes: 3 / No: 0

CONSIDER APPROVAL OF AMENDMENT 2 OF WORK ORDER NO. 24 RUNWAY 13-31 OBSTRUCTION MITIGATION – PHASE 3

Ms. Clark stated during this tree removal process additional trees were identified as being similar heights as the ones being removed. A survey was completed to validate the trees were considered obstructions, the work was bid out, and contracts were drafted.

Amendment 2 to work order 24 reflects these completed services for an additional \$8,670.00. I request the Commission approve amendment 2 to work order 24.

Motion by Ms. Tana McHale to approve Amendment 2 of Work Order No. 24 Runway 13-31 Obstruction Mitigation – Phase 3; seconded by Mr. Don Cook and unanimously approved by the Commission. Ayes: 3 / No: 0

CONSIDER APPROVAL OF AMENDMENT 2 OF WORK ORDER NO. 23 RUNWAY 6-24 OBSTRUCTION MITIGATION – PHASE 3

Ms. Clark reported during this tree removal process additional trees were identified as being similar heights as the ones being removed. A survey was completed to validate the trees were considered obstructions, the work was bid out, and contracts were drafted.

Amendment 2 to work order 23 reflects these completed services for an additional \$6,980.00. She requests the Commission approve amendment 2 to work order 23.

Motion by Mr. Don Cook to approve Amendment 2 of Work Order No. 23 Runway 6-24 Obstruction Mitigation – Phase 3; seconded by Ms. Tana McHale and unanimously approved by the Commission. Ayes: 3 / No: 0

CONSIDER APPROVAL OF WORK ORDER NO. 1: CSG TERMINAL REHABILITATION PROGRAM – CONSTRUCTION SERVICES

Ms. Clark reported that RS&H had submitted Work Order 1 for the Terminal Rehabilitation Project. Work order number 1 reflects the construction administration services and resident project representative services during the completion of this project. An independent fee was assessed, as required by FAA, the estimate came in at \$1,072,623.00.

Work order 1 associated costs were \$621,000.00 for Construction Administration and not to exceed \$410,700.00 for the resident project representative services. For a maximum total of \$1,031,700.00.

Ms. Clark requested that the Commission approve work order 1.

Mr. Rhodes asked Ms. Clark if she had any concerns pertaining to the project?

Ms. Clark stated no.

Motion by Mr. Don Cook to approve Work Order No. 1: CSG Terminal Rehabilitation Program – Construction Services; seconded by Ms. Tana McHale and unanimously approved by the Commission. Ayes: 3 / No: 0

DIRECTORS REPORT

Ms. Clark called on Ms. Michele Renfroe to give a report on behalf of Flightways Columbus.

FLIGHTWAYS COLUMBUS

Ms. Michele Renfroe provided the following update.

- **Volume Report:**

We pumped a little under 80,000 gallons of fuel in November. Our total volume increased significant year over year. We had a moderate increase in Avgas which can be attributed to an increase in transient traffic as well as home-based fueling this year compared to last year. There was a significant increase in Justice fuel of 15,504 gallons compared to last year which was due to work being done on the runway. We had a decrease in Contract fuel but a significant increase in government and retail jet fuel. The Airline uplifts increased as well with a difference of 4,224 gallons year over year.

- **Hangars:**

We have several tenants on the field that have vacated their hangars. The reason the tenants vacated was due to moving and selling their aircraft. The hangars that have been vacated do have water issues that are being addressed before we rent them out to new customers. Work orders were put in on these hangars and will be addressed by maintenance.

- **Self-Serve:**

Self-serve had a significant increase this year compared to last year. Year over year comparison in 2018 was 168 gallons sold and 2019 was 914 gallons sold. Home base tenants attributed to 551 gallons of the 914 gallons sold in November.

Mr. Cook asked when the Tenants get ready to move into the new hangars that are vacated right now, will the potential renter have an opportunity to go through and do a head list before we actually do it?

Ms. Renfroe said yes, we have a move in and move out inspection form, that ask about the roof, doors, water, any issues that the previous tenant had., that had work orders in the system, so those will be done before a new tenant moves in.

Mr. Cook wanted to make sure a walk through to make sure we fix everything before the new tenant gets into the hangar. Mr. Cook said he knew you were doing it just wanted to make sure.

Ms. Renfroe said yes there will be a walk through.

Mr. Rhodes thinks this is a good point. When we did the walk through the hangars, it showed more about liability, what was already there, as opposed to what was fixed. A lot of the things revolved around door issues which Ms. Renfroe knows about. Some of it was angle iron, metal, stuff coming loose at the end of the doors, caulking or whatever was hanging at the bottom, allowing water to get under the doors into the hangar. Is all that going to be fixed before new people go into the hangar, or is it going to be documented?

Ms. Renfroe they are looking to fix those issues before the new tenant moves into the hangar. So, in that process we may have hangars stay empty until Maintenance can get to it, it may be a short period or longer period of time. We want to make sure we are giving our diligence to get those items fixed before the tenant moves in.

Ms. Renfroe reported that there are a couple of tenants that moved out recently. We have 8-D and 5-D. The tenant in 5-D just moved out this month and there is a little issue on the outside wall. That water issue on the outside wall the ground is elevated a little bit above the hangar. She

has pictures of the water in the hangar and wants to address those before the new tenant moves in. We want to address those issues before the new tent moves in. So those are items that we are looking at for repairs.

Ms. Clark so we talked about this last time, if a tenant moves in, they are going to have stuff against the walls things like that, not putting someone in there before fixing it which will make it much easier than having all their items in the hangar and having to move it out to make the repairs is our plan on that.

Mr. Rhodes that is a good plan, he just wanted to make sure, there are some things such as roofing may take a bigger plan to fix. It is a good start. It may be different than the work order priority as going on as people are moving out and in making sure these hangars are up to our standards is great. It starts the process of hangars of not getting to the process of the hangars not being like they are now. Taking a little bit of time, is good thank you all for doing it that way. He knows it is tough now, and he thanked them for doing this that way.

Mr. Cook stated to Ms. Renfroe that she said it takes time once a tenant moves out?

Ms. Renfroe said correct, some of it is an issue like the angle iron, or doing something to the outside of the hangar, these are new leases and we are fixing these issues around the hangars.

Mr. Cook said he is one of those timeline people? When someone moves out will it take sixty or ninety days?

Ms. Clark stated that would be a question for Mr. Garry Parker.

Ms. Renfroe agreed that is a question for Mr. Parker.

Mr. Parker said he would speak to that, he said Ms. Renfroe is speaking regarding time, we have an excess of one hundred and twenty work orders right now. This is about prioritizing, if we have something that is leaking on an angle iron, we are going to fix that, if no lights are working to get in a hangar that is a higher priority. To answer Mr. Cook's question directly, if we can fix it within sixty days? Yes.

Mr. Cook wants to make sure he is very clear on this, what he wants you to do, because employees will try to do and stay within the rules, we know you guys are out there doing the hard stuff, but if there is something you need to move it up faster. He knows you are following that, feel free to come and let us know if we need to fund you better or do something to let you do your job better. If we need to do something better, so you can do your job better. I don't want you to live within these rules, or feel you can't come to say, tell us if you need more funds, that you were reserved to ask for, feel free to do that.

Ms. Clark stated another good point to is prioritizing, we have hangars we need to fix with airplanes in it first. Yes, we do have a hangar waiting list, yes, we want to get somebody in that hangar, but if we have someone with a leak or something of that nature, those will be the things taken care of first, the others may have to sit open a little bit for those that do have aircraft in the hangars repaired first.

Mr. Cook said absolutely, he just doesn't want them waiting on something we could authorize as well. He told Ms. Clark he knows she is on reference these repairs on the hangars. He thanked Ms. Clark, Ms. Renfroe, and Mr. Parker.

Comparative Airport List:

December 10th, 2019					
Airport ID	Name	FBO	Jet A +	100LL FS	100LL SS
FFC	Atlanta Regional Airport	Falcon Field	\$4.82	\$4.92	-
VPC	Cartersville Airport	Phoenix Air	\$4.50	\$5.75	-
DHN	Dothan Regional Airport	Aero-One Aviation	\$5.28	\$5.42	-
MDQ	Huntsville Executive	Executive Flight Center	\$4.79	\$5.24	-
HSV	Huntsville International	Signature	\$6.09	\$6.00	-
GVL	Lee Gilmer Memorial	Lanier/Champion	\$5.04	\$5.97	\$4.99
CHA	Lovell Field Airport	Wilson Air Center	\$6.00	\$6.05	\$5.11
MCN	Middle Georgia Regional	Lowe Aviation	\$4.58	\$5.19	\$5.04
ECP	NW Florida Beaches Intl	Shelter	\$5.83	\$6.30	-
CSG	Columbus Airport	Flightways Columbus	\$5.21	\$5.64	\$4.30
		Average	\$5.21	\$5.65	\$5.05

PIM	Pine Mountain	3.89	4.15	3.89
EUF	Eufaula	4.3	~	4.98

CSG Hangar Waiting List			
Updated 12/09/19			
CSG Tenant Priority Move			
CSG Tenants Hangar to Hangar Requested			
Richard Knapp	10/27/2016	Single	Velocity
Roland Aut	10/14/2017	Twin/Box	Stearman
Skip Williams	4/15/2019	Single	182
AJ Jain	5/9/2019	Twin/Single	Bonanza
Chris Badcock	7/14/2019	Single	Cherokee
Greg Auten	7/29/2019	Single	Bonanza
Al Picken	11/19/2019	Twin	Purchase Bonanza
Flying Horse/Nelms	12/1/2019	Single	Maule
Single Hangar Requested			
Steve Culpepper	2/27/2019	Single	Cherokee 180
Hiram Figueroa-Cruz	5/20/2019	Single	Cherokee 150
Richard Bailey	10/27/2019	Single	Cherokee 180
Earl Ingram	11/13/2019	Single	Mooney 20R
Tyler Freyburgher	11/13/2019	Single	172
Twin Hangar Requested			
Doug Evenson	7/15/2019	Twin/Box	Stinson/Sorrell
Customers Waiting To Purchase Aircraft			
Bill Buck	4/7/2016		
Paul Watson	4/11/2016		
Will Foley	10/10/2017		
Omar McCants	4/30/2018		
Reed Hovie	11/19/2018		
David Lewis	3/25/2019		
Elijah Figueroa	10/28/2019		

MAINTENANCE

Mr. Garry Parker provided the following update.

- Work orders update: During the month of December, 43 work orders have been opened and 25 work orders completed to date. To provide more detailed information of the types of maintenance issues incurred, a work orders are being provided by category:

The percentage of work orders open:

- Hangars 75%
- Terminal 16%
- Airfield 6.3%
- Flightways 1.6%

Sub-categories of work orders include:

- Lighting 42.9%
- Roofs 7.9%
- Wildlife 4.8%
- Facilities 6.3%
- Doors and gates 17.5%
- HVAC 7.8%
- Electrical 1.6%
- Plumbing 4.8%
- Other 6.3%

While work is being steadily completed, the pace may seem slower than usual; this is due to the complexity of many of the hangar lights fixtures that are outdated and have been replaced with LED upgrades and the time consumption required of HVAC and plumbing work orders.

- Hangar Doors and Roofs Update: We recently received assessments from professional roofing and industrial door contractors. As many of the issues require a specialized skillset, we will be composing and posting RFQ and RFP to invite local companies to bid on the work.
- The Terminal roof has an aging membrane structure that was failing and required emergency repairs in two sections. One area was causing a large leak over baggage claim that damaged ceiling tiles. Our maintenance team repaired the roof quickly with a spot repair, but the entire roof will be replaced during the terminal renovation that begins next month.
- Employee of the month for December is Mr. Marshall Upshaw! Mr. Upshaw was nominated for going above and beyond his normal duties by volunteering to work overtime to work on hangar repairs, including LED light replacements and upgrades in Hangar 13.
- In November, I attended a certification course to become certified as a Stormwater MS4 (Municipal Separate Storm Sewer Systems) Enforcement Compliance Inspector. This will allow me to train our staff and educate our tenants on State EPD and Federal EPA mandated regulations in regards to proper practices to reduce the contamination of stormwater and illicit discharges near stormwater drains, as well as regulations that prevent erosion and pollution of our drinking water via stormwater runoff.

Mr. Parker thanked Mr. Cook saying he can provide more funding because we are going to need that for some of these positions.

Mr. Rhodes told Mr. Parker he knows in essence, he has a lot going on, he saw that from the walk through the airfield recently, you are doing a great job! Some priorities change like with the opportunity on these lights, you were out looking for our and everybody's best interest at heart, as with the change on the lights, you saved good money on those. Less things cost you, less it will cost everyone else here. If you need more necessities, more help, or something like more bodies or funds to get things done. We have a source, within reason, as metal work that is time consuming, we have to source it, think about what we need, let Ms. Clark know, we will facilitate those things within reason. Let us know.

Congratulate Mr. Marshall Upshaw for his years of service.

MARKETING

Ms. Sonya Overton provided the following update.

- We have sent out press releases to the media concerning the two grants that we have received for infrastructure improvements. WRBL covered the stories and the info has been sent to the American Association of Airport Executives to be featured in the next national newsletter.
- We have met with the Columbus Film Commission as we are starting to receive several calls from Directors and producers concerning filming at the Columbus Airport. I have reached out to several airport Marketing peers who currently uses this resource for non-aeronautical revenue for their airports. I am currently in the process of putting together a filming media kit for the airport which will include location availability, rates, etc. to be submitted and reviewed by the commission.
- Our second promotion for the 75th Anniversary has been completed. A schedule was running on WRBL and posted on their social media and website for entries the last week of November and first week of December. We had a total of 28 submissions. In 75 words or less tell us why we should send your nominee home for the holidays. Our winners were: Sgt. Joe Walker & Ms. Cynthia White. Our next promotion begins in January 2020 for the Grammy's.

Mr. Rhodes asked Ms. Overton to tell us the method for the record the two things of importance. Tell us about the Send the Soldier Home for the Holidays?

Ms. Overton, said we asked community members to submit one male soldier and one female soldier who would like to come home for the holidays in seventy-five words or less. We had several interesting entries, some very heart felt, haven't been home in eight years were in Germany now in California. The whole idea was to not only give them the experience of using the Columbus Airport but also to send them home for the holidays. We had some interesting submissions, Sgt. Joe Walker has not been home in eight years, stationed in California, to see his wife and children who are here in Columbus, Georgia.

Mr. Rhodes this is a great idea and promotion, amazing wonderful thing for people who certainly deserve it. Does he know or does his wife know?

Ms. Overton said yes, they do know. Their neighbor submitted Sgt. Joe Walker, she was not sure if he was going to win or not. Once she found out he did win it, she told his wife. They were ecstatic and were very excited! Now he is trying to get his leave approved, they are so excited.

Mr. Rhodes on the other thing he asked Ms. Clark if she could speak in reference to grant money?

Ms. Clark reported to clarify, we have received all the funding we are eligible for the Terminal project. We received \$9,700,000.00 from the FAA as far as the discretionary funding, received \$650,000.00 from State GDOT, just was announced that we will be receiving \$3,500,000.00 from the Department of Transportation. Our total received was \$13,850,000.00. We are super excited about receiving this money, it is a big win for us! She said it is hard to advocate for that money, you are competing against all the other airports. Terminals are not projects that are high priority projects, runways, pavement, anything to do with safety is going to be number one. Ms. Clark thanked RS&H, it was a very long process, we spoke to a lot of people, we had some transitions changes at the FAA level, so we had to repeat the process several times. Supplemental funding is a very limited pot. There is only so much of it, this is the third round, we had previously applied for other rounds, and were not successful. This is a huge win for us and for our community! It is a big deal!

Mr. Rhodes stated this is major, he echoed thank you this to Ms. Clark as this is a huge deal to all that was involved to receive this funding. This funding is meant to help airports, that is less to come out of pocket for, helping to keep things more affordable. As basic and simple as you can get. We are two years into this now so this is major news and huge for the Commission and for huge for everybody here at the airport.

OTHER MATERS

Mr. Rhodes asked if there were any matters from the floor at this time.

Mr. Greg Russell stated he wanted to clarify something as he has already sent this earlier in the week to Mr. Cook, he thinks maybe what he said in last month's meeting got taken out of context. He told Mr. Rhodes, after talking with the GA Committee or anybody out there, no one dislikes you, they you just have the seat that they want, and that is all they want. It wouldn't matter if one of the other Commissioner's were in the Chairman seat as Mr. Rhodes holds. He commended Mr. Rhodes since the last meeting that he was out there on the airfield with suit and hard shoes walking hangar to hangar looking at everything. That says a lot to you! You were the one guy that stayed out there, and made sure. He wanted to clarify, they love you in a lot of ways, no one disrespects you. If it was taken that way we apologize. Because you are in the seat the GA folks think we need somebody that is more of an advocate. Mr. Russell asked Mr. Rhodes to please don't take this personally.

Mr. Rhodes appreciated Russell for his kind words.

He has been at the airport twenty-two years, been in aviation and building aircraft for forty-five years. The best thing you could do for Mr. Parker in his opinion is hire someone to take care of the sheet metal on the hangars, tracks, nothing against him. Does he have a welder, have people that can cut metal. He said back when we had the airport hangars, we learned to call someone to do certain work at the airport. He said one thing to do, you make one call, they take care of it. pretty reasonable, then his staff can focus on all the other stuff to do at the airport. Get folks out here, make one call that is all, he was just trying to help. Wishing everyone a Merry Christmas and thanked the Commission.

The Commission and Ms. Clark thanked Mr. Russell.

Mr. Cook thanked Mr. Russell for coming up and explaining these things to them. Stating that is what he was eluding to. Sometimes you got to know when to farm out. When to ask for additional help, so you can stay focused on the things you are doing, that is not taking away for you. Again, he doesn't know if you ever felt that before bring a crew in, knock it out for us and move on. He feels it is better to spend that money. He asked them to take a look at that, bring those up and bring it back to the Commission.

Mr. Cook stated he has been here since 2001, he has seen everybody get gray hair. He feels this is the better staff than we have had in the past. We have all improved and we have all grown.

He sees Mr. Parker's personal growth, see your professionalism, how hard he is growing that is not going unnoticed, personally he sees your growth and how hard he is trying.

Mr. Cook stated when the Commission called on Ms. Clark and told her what they needed in her position. This young lady he has watched her grow, she is a top professional, she was always a professional! He said I have seen a lot of people grow professionally he is so sincerely taken back by the amount of professionalism he sees her grow. She has a great future, is going to do great things in this community. He wants to take this moment of time in her career, to tell her she is spot on! She is growing the right way and learning how to work with different people, when you are young like her, and you have to make decisions like, who do I need to let go, who to stay, who is the right person, the best fit, it is a lot when you don't have a lot of years of life, when you get older it gets easier because you have seen it and know what it is. Her wisdom and knowledge have certainly been a part of this board, he said they are going to reward her for that. He wants to make sure you know from his heart and assumes all the Commission's hearts they are so impressed with who she is as a person and as a professional.

Ms. Clark thanked them very much, and could not do it without them.

Mr. Robert Boehnlein wanted to mention the fuel sales, every single report and study boils down to the price and that has been proven right here with what we have done. He believes the more and more we have a competitive price we have our fuel, the greater amount of traffic, we will see come into the airport. The income generated from the traffic not including the potential people moving over here even to our tie downs he feels is fantastic. With the new terminal project, what are the real plans, he has heard rumors and does not want to speculate on those, what are we doing, and how are we promoting the growth of the terminal, with more activity, are we actively pursuing new careers coming here?

Ms. Clark stated good questions! She was glad that Mr. Boehnlein brought this up. A lot of what we are doing in the terminal, is basically completely gutting it and redoing it. Many of you know we have had different issues with our systems as mechanical, electrical, plumbing, HVAC, and a lot of those things you don't see issues. As far as cosmetics such as new flooring, new counters, improvements with larger restrooms, improvements to TSA checkpoint, breach control door, automated series of doors, lot of improvements to gates downstairs, transition from upstairs to downstairs. We will have a third gate for ground loading. The upstairs will be closed off, that will be how people walk and enter to Administration. Now the restaurant will be torn down, come around and go up the boarding area, for the entry to Administration, and have a sitting area for loved ones to watch their loved ones as they fly out. We will have a new restaurant, and have an area to have space to rent out. This will add new non-aeronautical funds as well. Colors of wood laminate, blues, greens, focusing on the beauty of our city. Our gate area will be dedicated to our servicemen and women. We will have different displays, we have had some interest from Ft. Benning on wall wraps and things to advertise, good opportunity for us to showcase our community.

Ms. Clark reported we have been contracting with a company to get air service data. We actually have a heavy tourism percentage. That is a great opportunity to have these things in our airport. We are working really hard on this front. We are working hard on extending our small community air service development grant we currently have, expires at the end of December. We are working hard with DOT to extend that grant it will help support a route. If a new route comes in it might be hard for the new route to sustain the prices they need, the grant is there to help them during the transition time. We have received a support letter from a carrier, they are very interested, we are excited, hoping to have a headquarters meeting with them in the first quarter. We will not announce the name at this time due to not knowing how this will go. We are making progress for sure. Delta has announced they are adding a fifth flight in June, you can book tickets now. We have a new consultant with air service development. Planning to do some community visits very soon to speak to some of our leaders, to get some support letters, travel data, collect information, building relationships and showing our community will support our airport and airlines. We feel we will be very successful in doing that.

Mr. Cook reported after reading the letter from the airline, he knows them and that is not something that they would normally do. Kudos to all of the folks are working on that. He was here yesterday, the flights have been great, Delta Air Lines cheers people on. The people flying with us, including basic training soldiers, which was great to have young soldiers fly out of here.

Which was the first time in a lot of years. The more we do in making good memories, if we make this good for them, they will continue to fly out here through their military career and when they are senior leaders. This we do today yes, we could always improve but I wish we had done eight years ago. We are doing great things!

Mr. Boehnlein said you would make a great commercial for using an airplane.

Ms. Clark yes said he does.

Mr. Cook said this is home.

Mr. Rhodes told Ms. Clark to not sell herself short here, much of the discussion about air service, is the one area that made him personally feel so lucky for you to take control, we knew what your experience was, and it was that she would cut her teeth for general aviation. That was a refocus that this is not all this airport does but, general aviation is an important part, we want it to get back to that. The air service piece with Ms. Clark, and her team of Ms. Overton and others, including hangar lease pricing, which is a dirty word sometime, like with the fourteen airport study, as far as the air service piece ya'll dug in, Ms. Clark does the work. Ms. Clark and Ms. Overton has had training now. Ms. Clark figured out that we weren't getting what we needed to get with the people that were helping us in the past. Ya'll could go be an Air Service Consultant somewhere. The boots are on the ground leadership style of what upper management is what we want, because we want someone to vet outside folks. We are now seeing real changes and real potential successes there as far as the air service piece you have asked about. One of the reasons general aviation is important, tomorrow we can go out and make it better. The air service piece Ms. Clark and team have done as good of a job of bringing that to our control as could have done. That piece you see Delta adding flights, stating Love Delta, Love Delta, they know what we are doing and a lot is going on here. This is an attractive place to start and stop from with many reasons. With this new terminal in place it will only be more attractive. Mr. Rhodes thanked Mr. Boehnlein for his question, and if you have more questions, you know who to talk to if you have more questions, talk with Ms. Clark, she knows it all.

Ms. Clark reported there are a couple other opportunities, she doesn't want to speak yet as it may be too early in the process. We might have an opportunity to look at in leading some traffic of neighboring airports. She will be meeting with them starting in January and she will follow up on that and will provide on how that goes.

Ms. Clark reported another opportunity we are going to start our master planning here very soon, which will be a twenty-year outlook basically. What we will be looking at the airport, what our current assets are, the conditions they are in, what is our future plan for growth and what are our opportunities. That is not going to be done with me just sitting here, it will be done with our consultant, general aviation, community leaders, economic development department, getting everybody together and say how can this airport help support this community and how can we grow together? This will be a super exciting process that will be happening over this next year and we are really looking forward to that.

Mr. Cook stated Ms. Clark will continue to need the community support.

Ms. Clark said absolutely.

Because all airlines live by one rule, "We go where we can make the most money." It is not that we cannot make money on that route, we go where we can make the most money. Who can prove that to us, that is how you will get them? It is there formula, if you can prove they can make money, they will say yes that is profitable.

Ms. Clark agreed and reported ninety-four percent of our community is going to Atlanta to fly. It is important for you all to let people know. Ms. Clark stated Mayor Henderson made a comment, buy local, fly local, and that is important. When you are going to Atlanta, you are not supporting this community, that money is going to Atlanta. When you are flying out of here, some of the prices are very comparable, if you think about the convenience of parking, of not having to show up two hours early for your flight to go through security, all the factors, our personnel staff. Every time I see a staff member, all I hear is they are great and say hello and welcome me, the

personal touch, they are all worth the extra fee. Sometimes it is even cheaper, you have to check well in advance. Ms. Clark asked everyone to please spread the message to everyone you talk to. We do that every day. When someone says the price is so expensive, give the elevator speech, because it is true. That is how we are going to get the airlines to come, is to show hey our community is going to support this route, this airport and we have to be able to show these numbers.

Mr. Rhodes stated the important piece on the Marketing side and through the community development side, the buy in from or a lot of times, supporters are shaming that, this is not that at all. He said Ms. Overton has done a good job in developing and getting in touch with key stakeholders and starting in that process. The Terminal is a natural reason for us to get back in touch with the total community about what is going on here. The buy is more to him, for people to do things for their own benefit. Like the city giving a recycling bin, and they don't have to buy one, great, then people will say sure we'll be glad to recycle. In the long run supporting this airport, getting more routes, means it is cheaper to fly out of here period. We have people who are competing, we love Delta, the people competing, fares are going to go down. There will be more routes to serve, more activity, bigger planes holding more fuel to be sold. On the operational side of the airport there will be more people flying in and out of here, which will put less of a strain on any other business segment that the airport has, cost to roll to everybody doing everything else, to run this place. That to him, he calls his own utter speech to those that are self-interested like everyone is, who is to say being honest, being a stakeholder in the community, it helps those of us that fly, those that are here, it helps him personally. This is good to the community we need to get all the folks. He thanked everyone for their questions, for those addressing the questions, this helps us all and him personally.

Mr. Austin Edwards asked how many empty hangars we have right now available?

Ms. Renfroe said empty hangars that we have are 8-D has a water issue we are addressing, 5-D came open this month, has a water issue they are looking at, 6-D is a twin, 21-G they are waiting on paperwork as that hangar will be filled soon, 7-F is the twin we will be utilizing now to move Dr. A. J. Jain into while repairs are made to 4-C.

Mr. Rhodes said so how many hangars is that open now?

Ms. Renfroe said a total of five hangars.

Mr. Rhodes asked Mr. Edwards if his work order was submitted and if water issue, pipe has been handled?

Ms. Renfroe said yes, the work order has been submitted.

Mr. Parker said that the work order has been opened.

Mr. Rhodes thanked Mr. Edwards for chaperoning and specifically driving him around, walking with us, and showing us a leak that was in a tricky spot, and identifying some things.

Mr. Edwards thanked Mr. Rhodes for coming out, he appreciated it.

Mr. Rhodes expressed and thanked everyone for being in the meeting.

Motion to adjourn the meeting by Ms. Tana McHale was made: seconded by Mr. Don Cook and unanimously approved by the Commission. Ayes: 3 / No: 0

There being no further business the meeting was adjourned at 10:47 A. M.

APPROVED:

Mary Scarbrough, Secretary

Mr. Carl Rhodes, Jr., Chairman