

*AIRPORT ADVISORY BOARD MEETING
Thursday, August 15, 2019 (9:00 AM)*

Advisory Members – Present:

Lee Truitt
William Ferguson
Jim Maddox
Fred DeGuio
Anthony Gallegos

City Personnel and Guests:

Nyika Allen
Peter Pierotti
Jim Hinde
Jonathan Small
Josh Castellano-Gonzalez
Phyllis Keller
Jane Lucero
Janet Aranda

Advisory Members-Absent:

Jay Carrizales, Dr. Marie
Lobo, Marissa Elias

Conner Hobbs, SWA

- I. Call to Order: Lee Truitt called the meeting to order at 9:04 a.m.
- II. Changes/Additions to Agenda: No Changes to agenda
- III. Approval of June, 2019 Airport Advisory Board Meeting Minutes: Lee requested a motion to accept the minutes, Ferguson second, motion to pass, passed.
- IV. Reports

Reports/Updates & Business Development ~ Nyika Allen

- ➔ Introduction new Southwest Air Coordinator, Conner Hobbs
- ➔ Masterplan Sunport & DE sent to Council
 - DE moving; @ FIGO this week
 - Sunport Masterplan – few changes; will resubmit
 - Changes =
 - changes and updates 2014 data
 - Passenger count
 - Initiatives
 - Need to go back to FAA
 - Base year forecast
- ➔ Associate Director – Construction/Facilities (someone selected)
- ➔ Utilizing ADK search firm to perform search for Jim's role
- ➔ 2 MOU/MOA
 - Renewal with APD
 - Solidify relationship
 - MOA - Kirtland
 - Traffic patterns
- ➔ Imbed consultants in organization
 - #3 Project Consultants
- ➔ PNM Substation
 - Build on our land
 - Reduce redundancy
 - Also feed Kirtland
 - Partnership /commit
- ➔ Brownsfield Committed – EPA
 - Interested in giving us a grant
- ➔ Landfill – help get rid of
 - Continued studies
- ➔ VW Settlement
 - Chargers arrived this week
 - Installed at SWA
 - Offer made to other airlines; they declined; United installed their own

Finance ~ Josh Castellano-Gonzalez

- ➔ Review financials (we did well)
- ➔ 92.99% 4expended

- ➔ 2.7 million; 3% growth
- ➔ Passenger traffic lower, but still doing well
- ➔ Additional \$500-600 due to police
 - New Security contract
 - Mandated overtime
 - Directed by Security plan (Mandatory)
 - Previous contractor had occasions of non-compliance
- ➔ DeGuio observation – turn-over – does this increase badging
 - Primarily due to contractors
 - Drive fee increases
 - Most contractors pay fee, unless we rebadge

Business Development ~ Lisa Leyva

- ➔ Business trips scheduled to meet with
 - JetBlue – NYC 8/2019
 - Allegiant – Las Vegas - 10/19 – Annual convention; check-in to see how we are doing and provide updates
 - Mexico 12/19 – Mexico meeting with airlines; challenging airport, slot restricted
- ➔ Channel 7 interview (Lisa Leyva) re: ACE (Shelly Redondo)
- ➔ Inquiries on ACE
- ➔ Contracts being stream-lined (all like business – same model)
- ➔ ID to fill in some gaps to actively pursue
- ➔ Same rent and revenue fee
- ➔ ID services needed
- ➔ Passenger survey complete (#1000 completed surveys)
 - Focus on concessions
 - When analysis done, will have comprehensive report (timeline RFP 2021)
- ➔ Maddox – CREW Visit update- Women in Real Estate
 - CCIM – meeting on site
 - Lisa Leyva member of CREW and attended luncheon yesterday 8/14/19
 - Maddox compliment Lisa for being connected to CREW;
 - Lisa – we are a platinum sponsor for CREW
 - Carnum sponsorship - possibility
 - Portion about Sunport connectivity
 - Focus: Phoenix, Denver, Dallas
- ➔ Focus ABQ Business 1 blast
- ➔ ACE & capitalize connectivity/share with Econ. Dev. Folks
- ➔ Q: DeGuio- Allegiant discontinued flight
 - Lisa Leyva – Allegiant through 12/19 2xweek
- ➔ Business Development (price/terms)
 - No bulk statement out
 - Do we need to put out:
 - Concept 1) Land lease, build your own
 - Build to suit
 - Out to bid (broker vs developer) – working with Executive Staff to determine best fit
- ➔ Truitt confirm 24 hour airport open status (United 3:30am)
 - Nyika – we looked into this and is actually 5:30 am
 - We increased Jetbridge and HVAC personnel (4:30am)
 - Ops 24/7 when hire 2 more Ops officers

Public Relations ~ Jonathan Small

- ➔ Recent positive press
 - Jesse Waddles well attended
 - KRQE picked up Security door project
- ➔ IHeart Sweepstakes
 - #770 entries so far
 - Big announcement for winners
 - Airport cannot accept tickets
 - Marketing firm hired to handle details, including selection
- ➔ New production company hired to produce video on video wall

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- ➔ Meeting with Lyft – special rate for first time users to/from airport
- ➔ Art Program next month, change our cards and motorcycles
 - Will be here for 3 more months
 - Max Baptiste on contract for Art
- ➔ New installation later this month (early Sept)
 - Projection mapping system
 - Projected on large surface above escalator
 - (i.e. promote Balloon fiestas, screens of New Mexico scenes)
- ➔ Truitt – what about space near new doors (previously moving walkway)
 - Lisa L – Walk-thru yesterday; team discussed the possibility of a film wall (interactive, touch screen)
 - Do not want to enclose
- ➔ Lisa Leyva acknowledged the marketing team is doing a great job and on to the next levels
 - Designers in-house
 - Submitting for the ACI Mark-on Award
- ➔ Big Bertha plan – fly direct – eventually add connectivity

Project Overview ~ Jim Hinde

- ➔ Biggest project – Transition for retirement 9.27.19
- ➔ Turning over projects:
 - Jane – Airfield projects
 - Various maintenance folks
- ➔ TIP – special interest
 - Chief Ops Officer
 - Passed or to mayor
- ➔ Bag Claim ticket counter
 - Corridors pending inspection
- ➔ Coating sidewalk – before Balloon Fiestas
- ➔ Meeting superintendent Monday
- ➔ Issue/Delay electrical contract
- ➔ Initial contractor bailed out
- ➔ 7-8 months to restart
- ➔ B&D eventually able to catch-up and re-do properly
- ➔ Re-order blade/color lights (3-4 weeks to installation)
 - Normally 12 weeks
- ➔ New arrangement
 - Previously a punch list
 - Now photo submitted by contractor
- ➔ Truitt concerned about relaying information to Mayor
 - Nyika provides weekly updates
 - Truitt welcome to submit letter from AAB
- ➔ Molzen-Corbin – several projects on-going (mainly airfield)
- ➔ Ferguson Bonding has stepped up
- ➔ Flynco has taken a loss
- ➔ B&D came in with cost; had to get TransAmerica
- ➔ 1st time in 40 years we had to call in bonding company

Operations ~ Jane Lucero

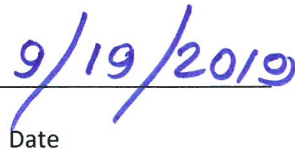
- ➔ Close-out letter to FAA
- ➔ Foxtrot 6
- ➔ @ night – end of September
- ➔ Taxi A, Phase B bid 9/3
- ➔ RSAP 9/20; exit door complete
- ➔ PNM testing manholes & infrastructure
 - Moving to south side
 - 321 closed, Foxtrot 6 testing manholes southside
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On-going Business ~ Lee Truitt

- ➔ Joe Grasso – Meeting with former colleagues at DEII
 - #6 owner/operators attended
 - Bode rep attended 1st hour
 - Good exchange of information
 - Further discussion off-line with Truitt
 - A lot of activity at DEII
 - Lisa Leyva – possibly attend future meetings (formalize)
- ➔ DEII has GA and military Ops
- ➔ APD hangar
- ➔ Verticle limits still out there
- ➔ Ferguson asked about DEII in news (\$60K)
 - Based on 5 year capital plan
- ➔ Off-site parking audit
 - Sent out fo comments; only one (1) comment received)
- ➔ American MD80 – Retirement exercise - 9/4/19 6:50 am
 - 20 planes left (#300 at one time)
 - Jonathan promote – social media
- ➔ Delta – Minneapolis
 - Maybe use regional jet
 - Starts late Feb/March
- ➔ Boutique Air – added flights – Alamosa, Clovis (July)
- ➔ Advance Air – Burbank – No updates
- ➔ Conner Hobbs – ramp up flights summer
 - Likely to keep up, Nov, Dec, Jan
 - Expected growth
- ➔ Release of Fred DeGuio's book
 - Can it be sold at airport
 - Possibly w/existing partners
 - Arcadio contacted Ch 4 for interview
 - Lisa – coordinate to conduct interview @ airport
- ➔ DEII 9/21
 - EA Flying
 - Mannig
 - Pushed out to FBOs
- ➔ No Albuquerque (NM) chapter for Women in Aviation
 - Lisa L follow-up (Jessie, Julie Smith)
- ➔ Ch 13 goes through our social media and often runs stories

Meeting adjourned 10:09 am (motion Lee, 2nd Jim M, passed unanimously)


Jay Carrizales, Chair


Date