

*AIRPORT ADVISORY BOARD MEETING
Thursday, September 19, 2019 (9:00 AM)*

Advisory Members – Present:

Jay Carrizales
Lee Truitt
William Ferguson
Jim Maddox
Fred DeGuio
Anthony Gallegos
Dr Marie Lobo
Marissa Elias
Day Hochman-
Vigil

City Personnel and Guests:

Nyika Allen
Jim Hinde
Jonathan Small
Josh Castellano-Gonzalez
Lisa Leyva
Jane Lucero
Janet Aranda

Advisory Members- All present

- I. Call to Order: Jay Carrizales called the meeting to order at 9:04 a.m.
- II. Changes/Additions to Agenda: Change chair back to Jay; introduce new board member Dayan Hochman Vigil.
- III. Approval of June, 2019 Airport Advisory Board Meeting Minutes: Jay requested a motion to accept the minutes, second, motion passed
- IV. Reports

Reports/Updates & Business Development ~ Nyika Allen

- ➔ Recognized full AAB
- ➔ Nyika recently on radio
- ➔ POTUS/Air Force 1 – parked at Kirtland
 - focus Monday & Tuesday
 - 1 week preparation; mainly Jane in Operations
 - 45 minute ramp freeze
 - Lee Truitt – Lessons learned?
 - Hugely smooth
 - Jane – not able to inform folks of actual landing time
 - Worked like “Lightning Hold”

Finance ~ Josh Castellano-Gonzalez

- ➔ Attended ACI National in Tampa Bay
 - Learned some great ideas
- ➔ Movie business taking off at airport
 - Filming on grounds and renting space
 - Last year \$3250
 - First 2.5 months this year \$20,500
 - Lisa L – increased rates
- ➔ Revenue on PFC #6 showed up on portal
 - Passenger facility charge (PFC) \$4.50 automatic
 - Ready in June
- ➔ Traffic down 1.34%; 2.2% down fiscal year;
 - Alaska & Frontier cut service; Frontier seasonal Orlando and Denver, SWA down 8%
- ➔ Increased parking rates broke \$1 million in first two months; all revenue onsite up 11%
 - Down in traffic
 - Waiting on certificates from downtown for monthly; up by end of year
- ➔ Installed pay on foot system in baggage claim (#6 & #7)
 - Don't pay until you get your bags (advises 15 minute grace period, but actually 30 minutes)
- ➔ Installed a new lane with cash and credit options
- ➔ Off sites going through Peter
 - Leases ready
- ➔ No Verizon deadline
 - Nyika – waiting for ADA accessibility response, provisions will be added within next 3 months
- ➔ Marie – shuttle with lift

- Nyika, several options dependent on audit
- Lisa – will be evaluated and language included
- Lee – terms?
- Lisa, possibly 10 year, still needs to be reviewed, Peter approves
- Current CPIU 1.5% annually
- Jim M – more aligned with market

Business Development ~ Lisa Leyva

- ➔ ACE update
 - Lots ; responded 3 of 3 RFPs
 - RFP – Master Developer and Broker
 - North South runway turned into opportunity for business park
 - Research market ourselves
 - Our own capital
 - Pushback – speed to market. Most inquiries “do you have building available now”
 - Possibly spec building, hangar
 - Tandem – RFP, Master Developer w/broker
 - Adhoc committee downtown
 - Josh – next step scope and work with purchasing buyer (Rene)
 - 4-5 months
 - Nyika – RFP takes about 6 months; working separately. We have first right of approval and we approve what goes on
 - Nyika – Have been working with Frontier, Mesa, American
 - Nyika – We are in design for spec hangar
 - Jay – Design – Jan, Feb – are hangars being sized - two 737s or A320/comp to Boeing
 - Jay of 3 RFPs what percent of those interested
 - Nyika – we have three individual smaller projects – three acres each; 2.5 acres option to 15 acre option and use of hangar. One wants entire use of ACE; Lawrence Rael going to visit with Board.
 - Lisa Leyva – AED – all conversations include appropriations; consulting with appropriate players and we are in room with AED
 - Nyika – working on projects at same time (parallel) ; include folks downtown
 - Anthony – How many companies will fit – CNM activities?
 - Jim H – depends on the company and size of aircraft
 - Lee – CNM A&P school ties in
 - Josh – folks with aeronautical connection
 - Jim H – able to do both
 - Nyika – any lease needs council approval (RFP – Mayor recommends and council has final say
 - Jim M – Masterplan?
 - Nyika – not approved; GLD – we can do presentation and have scouted other land
 - Nyika & Lisa L attended SMPS yesterday and presented ACE & bigger picture; Lisa will share with Board
 - Lisa – hangar big enough for 737; meeting with Joe Grasso re: Boede plan in place; Kendrick working on leases; address neglected issues, capital improvement and maintenance
- ➔ Three land leases separate from ACE
- ➔ Visit to JetBlue HQ 8/19 went well; upcoming announcement; 13 airlines on order; 4 received; we are in run for one route
- ➔ Fred – Airbus 321 upgrade, Balloon Fiesta
 - Lisa – reaching out to all; 24% increase during balloon fiestas
- ➔ Marie – National Academies Press – will send to Janet for distribution to Board

Public Relations ~ Jonathan Small

- ➔ Wrapping up iHeart Musical Festival Sweepstakes; good PR; winner ecstatic
- ➔ ART Project Mapping open 9/25/19, 5-6pm, 3rd level
 - Set back one week
 - First focus balloon fiestas
 - Appear as if live
 - We own projects, will be on-going

- Enchanted Voyage in 1-2 months
- Production company for future projections
- North NM Lowrider installation and motorcycles; good response, folks are thrilled with installation
- Press – KOB covered Fred DeGuio's book signings
- Tuesday – Steve Stucker's Morning Shift Salute. Custodial staff received award
- B-29 Super Fortress at Cutter
- SPS event yesterday
- Nyika – American Markets Association panel
- 9/11 ceremony
- Booth @ STEM event
- New monitors above exit doors under our control
 - Promote events
- Land of Enchantment fly in Saturday 9/21; we have booth; typically 4000 attendees
- Charts stations in terminal
- Sub-committee meeting working with downtown
- Marie – do you include letter in newspaper
- Jonathan – Yes; make sure reaching rural areas
- William – Volaris story handled well; TIP – turn lemons to lemonade
- Nyika – Larry Barker story has not aired:
 - Harrison Schmidt statue
 - Moved to National Space Center in Florida
 - Josh – not able to handle stress for weight

Project Overview ~ Jim Hinde

- Nyika – announces Jim's last AAB meeting will retire next Friday
- Jim after more than 29 years of service, no more meetings
 - Looking forward to retirement; travel, fishing, & grandchildren
- Transitions and Economic Development Jane, Bud, Jose
- Some positions held: Manager Engineering, Manager Environmental Engineer, Deputy Director 2, Director
- Rehab old terminal one of first projects
- Retirement celebration 9/25, 3-5pm
- Cavalcade update
 - Waiting for drives to set; hooked up for lighting
- TIP complete with exception of blade lights. Order will be in first of October
 - Color changes light panels
 - Result of original sub-contractor problems; had to re-order correct sizes
 - Materials moved before balloon fiestas
 - Jay – best guess TIP conclusion
 - Jim -11/15; 99% by end of month

Operations ~ Jane Lucero

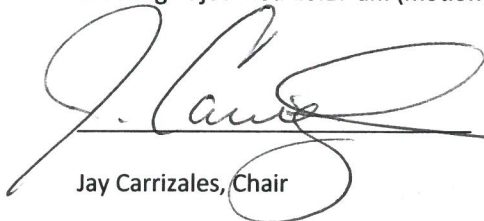
- POTUS visit went smoothly
 - Stop PNM cable pulls during visit
- Taxiway E by 10/1
- 3/21 open
- F6 open Friday
- 8/26 closed by maintenance 8:30-4 daily; 1 week to complete; worked with tower
 - 48 hours advance
 - Will notify airlines
- Lee – Scott mentioned in ramp power
 - Jane – have in cargo; waiting on PNM
 - Lee – helpful if plans illuminated
 - Jane – will work with Building Maintenance for more lighting
- Jane – Meeting with PNM; discrepancy manhole repair
- Backup generators functional

On-going Business

- Lee – General Aviation sub-committee - soliciting info from stakeholders; then have a meeting with GA sub-committee at end of year
 - Still working on membership sub-committee; Anthony G available if help needed
 - Joe G – Administration plan
 - Lisa – Update meeting would be beneficial; we can facilitate
- American MD80 retirement
 - Jonathan S – Jane got good video on social media
 - Covered in Roswell
- Fred – Allegiant dropped flight
 - Lisa – Annual meeting in Las Vegas 10/1-3/2019
 - Visit HQ
 - Looks like it's seasonal
 - Florida good leisure market; will present at meeting
- Nyika – International carrier
 - Lee – is it with pursuing international (Mexican travel)
 - Nyika – Consultant advises it's possible; talks with Mexican consulate
 - Low frequency
 - Lots of excitement for Chihuahua/Albuquerque
 - Option to Building Bridges with Communities
 - Lisa - Not leisure, friends & relatives; #s support beach destination
 - Lee – we have Southwest Airlines
 - Day Hochman-Vigil – What are we doing to talk to 121 carriers to expand ops to those destinations
 - Nyika – current consultant sways away; landing fees low; Southwest Airlines or American
 - Jay – Any interest in Canada
 - Nyika – on Mayor's matrix
 - Lee – Vancouver Film
 - Lisa – Leveraging Netflix, NBC, Universal
 - Custom's pre-clearance to Canada
- Nyika – hasn't heard much talk about Volaris
 - Lisa – marketing campaign for Volaris; we saturated market in accordance with marketing plan
 - Nyika – Volaris target friends and relatives
 - Lee – challenges; lessons learned
 - Lisa – need Volaris to reorganize; not known in Albuquerque
 - Emphasize marketing to Volaris went on deaf ears
 - Learned to take control and write into contract
 - We focused on audience targeting vs 200K on billboards pushed by Volaris
 - Day – what was cost of Volaris
 - Nyika – Invoices just sent
 - Lisa – Volaris paid back incentives; very responsive

New business- None

Meeting adjourned 10:17 am (motion Ray, 2nd Jim M, passed unanimously)



Jay Carrizales, Chair

10/17/2019

Date