City of Santa Fe

Agenda

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AIRPORT ADVISORY BOARD MEETING
SANTA FE REGIONAL AIRPORT
121 AVIATION DRIVE
BUILDING 3002B
July 12, 2018 – 4:00 PM

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF MINUTES
   a. June 12, 2018 – Regular Session
5. OLD BUSINESS
   a. AOPA Fly In (Councilor Harris & Mark Baca)
   b. Runway 2-20 Construction Update (Mark Baca)
   c. Taxiway Delta Phase I Construction Update (Mark Baca)
   d. Airport Terminal Update – (Mark Baca)
   e. Master Plan Status (Mark Baca)
6. NEW BUSINESS
   a. Status of Airport Manager Position (Nick Schiavo)
   b. Change Order for Mountain States: RW 10-28 & 15-33 Construction (Nick Schiavo & Mark Baca)
   c. Annual Governor's Conference: July 19 - 22 (Nick Schiavo)
7. INFORMATION
   a. Fly Santa Fe (Councilor Harris)
8. PUBLIC INVITED TO BE HEARD
9. REQUEST FOR FUTURE AGENDA ITEMS FROM BOARD MEMBERS
10. NEXT MEETING: **August 9, 2018**
11. ADJOURN

Persons with disabilities in need of accommodations, contact the City Clerk's office at 955-6520 five (5) working days prior to meeting date.

SS002 pmd 11/02

SUMMARY OF ACTION
AIRPORT ADVISORY BOARD MEETING
SANTA FE REGIONAL AIRPORT
121 AVIATION DRIVE, BUILDING 3002 B
THURSDAY, JULY 12, 2018, 4:00 PM

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AIRPORT ADVISORY BOARD MEETING
SANTA FE REGIONAL AIRPORT
121 AVIATION DRIVE, BUILDING 3002 B
THURSDAY, JULY 12, 2018, 4:00 PM

1. CALL TO ORDER

The meeting of the Airport Advisory Board was called to order at 4:00 pm by Councilor Michael Harris, Chair, on Thursday, July12, 2018, at the Santa Fe Regional Airport, 121 Aviation Drive, Building 3002B, Santa Fe, New Mexico.

3. ROLL CALL

MEMBERS PRESENT
Councilor Michael Harris, Chair
Kevin Eagan
John Elling, Telephonically
Bud Hamilton
Chris Ortega
James Robins

MEMBERS ABSENT
Rosemary Thompson, Excused

OTHERS PRESENT
Mark Baca, Airport Manager
Joe Gamez, Signature Flight Support
Rita Carrillo, Signature Flight Support
James Brogan, Enterprise Rent-A-Car
Stuart Kirk, Fly Santa Fe
Bobbie Ferrell, Office of United States Senator Tom Udall
Tuesday Brzyley, Airport Staff
Sgt. Chris McCord, Santa Fe Police Department
Elizabeth Martin, Stenographer

3. APPROVAL OF AGENDA

MOTION A motion was made by Mr. Ortega, seconded by Mr. Robins, to approve the agenda as presented.

VOTE The motion passed unanimously by voice vote.

4. APPROVAL OF MINUTES JUNE 12, 2018

MOTION A motion was made by Mr. Eagan, seconded by Mr. Robins, to approve the minutes as presented.

VOTE The motion passed unanimously by voice vote.

5. OLD BUSINESS

Chair Harris said Mark Baca is our new Airport Manger. He is very pleased.

The Board members introduced themselves..

A. AOPA FLY IN

Chair Harris said we just had a meeting about this. We have a committed group of volunteers including Steve Ross and his wife and 5 or 6 organizations. They are pulling together 300 to 400 volunteers. The Fly In is September 14th and 15th. AOPA is very organized and we have had good communications. Overall we are in pretty good shape. He asked Barbara Lopez, Special Events Coordinator for the City, to attend. He sponsored a Resolution that passed a couple of months ago for this event. The City is behind this and putting some money into this. AOPA is carrying a lot of the weight. Signature and the Jet Center are doing a lot to make this happen. Thank you for that. David Silver and Sgt. Chris McCord are working on security. We understand what needs to be done and that there are 60 days to accomplish that. For the most part we are in pretty good shape.

Mr. Hamilton asked do we as a Board have any role to play.

Chair Harris said no. There will be a social event at some point that you are all invited to. He will welcome them in his official City capacity.

Sgt. McCord said the social function is on the 14th at 6:00 pm.

Chair Harris said when we have an official program lets get that around to the Board members.

Sgt. McCord said it is on the AOPA website. We can print it and get it out as well.

Mr. Robins said you will get more communications after they are finished in Oshkosh. They are focused on that now and then will focus on Santa Fe.

Chair Harris said he was told that we have to work through our process and submit to TSA 45 days prior to the event our security plan and they then will comment back. This is a major event. There will be a lot of people here.

Mr. Robins said 400 to 600 planes and up to 4,000 people.

Mr. Ortega asked do we have a general plan to relocate currently housed planes.

Mr. Baca said we have a tentative layout. Once it is finalized we will share it with everyone. He will contact the aircraft owners and ask them to relocate a bit further north. They will park around them. We want to minimize the impact on our local operations and pilots.

B. RUNWAY 2-20 CONSTRUCTION UPDATE

Mr. Baca said we completed the paving and have the full length of the runway. We competed the blast pad on the south end. We are waiting now for the pavement to cure for 30 to 45 days then it will take 4 days for the grooving and then the striping and that project will be complete. We anticipate an August completition.

Mr. Robins asked are we grooving the entire length of 2-20.

Mr. Baca said yes.

Chair Harris asked how has the performance been so far.

Mr. Baca said outstanding with Mountain States. We ran into a bit of a problem with some of the quantities. We had to remove a bit more rock. We are hopeful that we have not what we need to cover it.

Chair Harris asked is the loop road complete.

Mr. Baca said yes, the full 8 miles of fence is completed and the full loop road is completed. We will be getting with the General Manager of Signature so he can train his guys to take that route.

Mr. Ortega asked since 10-28 will be a change out for 2-20 is that still in the works.

Mr. Baca said it will be totally different. We will be discussing that later in the agenda.

C. TAXIWAY DELTA PHASE 1 CONSTRUCTION UPDATE

Mr. Baca said this project is moving right along. The paving will be done after this weekend. The full 9 inches is in place. Hopefully if we can get the lights up and the stripers in we can open it up next week sometime. 2 weeks out is the safe answer for opening.

D. AIRPORT TERMINAL UPDATE

Mr. Baca said we have finally received our store front. The doors for the back were installed today. We are having issues with our roller. We are going from manual rollers to mechanical. We are in discussions with the company handling the rollers. Meanwhile we will continue using the manual rollers until that is taken care of. We anticipate approval. The Federal Security Director for the southwest region is Mr. Sanchez. He will be approving that operation. They have been pretty supportive.

Chair Harris asked when will it be operational.

Mr. Baca said we are hopeful by next Wednesday. He will keep you posted.

Mr. Baca said we are very grateful that the campus gave us some outdoor furniture. It has been a welcome addition to the outside area. It was utilized today when we had several flights arrive at the same time. People were very happy to have a place to sit down. We also got trash cans and cigarette stations from the campus.

Chair Harris said the campus lease with Laurette ended June 30th. We received a lot of tenant property as part of closing this out. They had round tables with seats that were practically brand new and Mark and Sgt. McCord brought over 8 of them.

Mr. Hamilton asked do we have a plan to communicate these improvements to the community.

Mr. Baca said no sir.

Mr. Hamilton said we need to do that even if it is piece meal. The more we can get out to the community, if they have had a bad experience out here, the better. We want to encourage them to try us again.

Mr. Robins said take a picture and send it to the *New Mexican.*

Mr. Baca said he will take pictures and announce we have outdoor seating. He will send a press release to Matt Ross.

Chair Harris said we will get Matt Ross to put together a press release on that and when we have a ceremony with TSA on the check in we will do another release.

E. MASTER PLAN STATUS

Mr. Baca said he spoke to Kimberly Harris with FAA and the Airport Layout Plan has gone through 2 lines of business with them and has 3 to go. She said it should be done by the end of the month.

Mr. Eagan asked how long have we been working on that.

Mr. Baca said it has been a 4 year process.

Mr. Eagan asked when was it last updated

Mr. Baca said in 2008. It was pushing its life. The FAA said we could possibly next year apply for a supplemental grant and the State might kick in as well so that we can catch up our numbers. Our enplanements and deplanements have exceeded what the Master Plan anticipated for 2018. We need to update that information.

Mr. Baca said it was 4 years ago when those numbers were presented. When a different Airport Manager came into play he concentrated on certain items in the Plan and those numbers did no get updated. That is why FAA had a problem with the difference in the numbers. We went through the process with the Airport Layout Plan, but the numbers need to be updated.

Mr. Eagan said it is to our advantage to keep it as current as possible.

Mr. Baca said Kauffman's numbers never got changed in the Master Plan. We got different numbers from KSA and now we have our current numbers.

Mr. Eagan asked what is the enplanement.

Mr. Baca said we are at 103,649 enplanements in a year.

Sgt. McCord said we are the 5th fastest growing airport in the United States.

Chair Harris said so it sounds like we just get through the Master Plan and will have to go right into a supplemental. Are we reporting on a regular basis to FAA.

Mr. Baca said yes we are.

Chair Harris said that is a larger article that needs to be done about expanded service, number of enplanements and that we are the 5th fastest growing airport.

Mr. Eagan said it is amazing this facility can handle that number of enplanements.

6. NEW BUSINESS

A. STATUS OF AIRPORT MANAGER POSITION

Chair Harris said everyone he has talked to is pleased about this appointment. He wishes you well. Ask for help when you need it and we will be sure you get it. Good luck.

B. CHANGE ORDER FOR MOUNTAIN STATES: RQ 10-28 & 15-33 CONSTRUCTION

Mr. Baca said unfortunately we had issues with funding and were not able to get the change order done in time for Mountain States to do the runways while here. He is talking to Moltzen Corbin to see if the State will allow us to use the State Pricing Agreements since this is a State funded project. That would help as far as us not having to go out to bid. If we do, hopefully by August we will be able to get that done. We will wait for construction until after the AOPA Fly In. We will have runway 10-28 open by spring of 2019.

Chair Harris said remind us of the money. The State grant was for $60,000 for design and that went to Molzen Corbin.

Mr. Baca said yes, that grant has been executed. The design is completed. We are working through the change order with Mountain States. That is where the $1 million from the State comes in.

Chair Harris said remind us of the scope of work.

Mr. Baca said on 10-28 that will be repaired from Taxiway Charlie to mid field. We will grind out the pavement and put it back in place and add the 4 to 6 inches of asphalt. He asked for the new Delta second phase where the 90 degree issue is. For that we are going to go down 10 inches so when the heavy planes come that way they do not damage 10-28. We want to build that up before Delta is done. On 10-28 the bulk of the work will be crack seal and surface seal on the remainder of the runway. It is a very fine surface seal. It buys us 7 to 10 years. That is the engineer's estimate. On 15-33 we are doing a complete crack seal and slurry seal. That helps us save it and get 10 to 15 more years out of it.

Chair Harris said we expect 15-33 to be complete in August.

Mr. Baca said we are hopeful for August. Those are our 2 main runways and we have not finished with 2-20 yet. We will finish it first then 15-33.

Chair Harris asked the spring of 19 is the goal for 10-28.

Mr. Baca said yes. All the guys will be thankful that it is done.

Mr. Ortega asked is the cross of Delta in phase 1 or 2.

Mr. Baca said 2.

Chair Harris asked will it be beefed up.

Mr. Baca said that one has already been beefed up. It will handle the taxiing speeds, but not the pounding. The very heavy planes cannot land there, but can taxi there.

Mr. Ortega asked is the State Pricing Agreement going to preclude obtaining Federal funding.

Mr. Baca said the work will have to come up to FAA standards regardless of who is out there. It will not effect our funding. The FAA drew their line in the sand and asked us to pick 2 runways and those are the only ones they would fund. 10-28 is cut out of Federal funding so from this point forward only local and State funds can be used to maintain that runway.

Chair Harris asked has the apron work been completed.

Mr. Baca said we had some issues with purchasing and getting the POs. Now we do have the POs and that company is very busy in the southern part of the State. Once they finish there they will come up here to begin in August.

Chair Harris asked will it be done by the Fly In.

Mr. Baca said hopefully. If we go with the State Pricing we could have a savings of $300,000. Maybe with that we can start improving some of the ramp where it is very cracked.

Chair Harris asked that savings would be on the 10-28 project.

Mr. Baca said yes and 15-33. If everything lines up it is possible we can do that. We have approval from the State to look into that.

Mr. Ortega asked the apron work will only go a certain distance.

Mr. Baca said from the center of K hanger south and west. If we have the money left to use we will move forward north. We had a plane get stuck there 2 weeks ago. We had to lift him up out of there.

Chair Harris said at the next meeting we will talk about the engineering servics of

KSA vs Molzen Corbin and what than means for Taxiway Delta.

C. ANNUAL GOVERNOR'S CONFERENCE: JULY 19-22

Chair Harris said the Annual Governor's Conference is next weekend. In his 40 some years this is the first time he has seen the medians mowed from Santa Fe to Albuquerque. Things are really being cleaned up and picked up. Most of the traffic will come commercially from Albuquerque. Joe do you expect additional traffic. Troy felt he would not hear much until a few days ahead of the event.

Mr. Gamez said yes, we will see a spike in traffic for that. It will not impact us significantly.

Chair Harris asked what about commercially out here.

Mr. Baca said it should be business as usual. We are going to allow them to set up a booth inside the terminal so they can get the rental cars lined up for individuals flying in commercially. They will greet them there.

Chair Harris said downtown Federal Protective Services is starting to show up.

Sgt. McCord said he was asked by DOT to design the plan for it. It will not impact major services. A lot of the Governors and dignitaries will have to go through TSA like anyone else if they have not already received a waiver. They did a really good job planning it. It is unique to have this here. This is something our City should really embrace. It shows the diversity of our City and it is something to be proud of.

Chair Harris said it is a great event. We want to make sure we put our best foot forward to the greatest extent possible.

Sgt. McCord said we will have some of our staff out here. Most of the dignitaries want direct flights so most of them will go to Albuquerque. We might have some in private planes.

Chair Harris said events like this draw a lot of vendors as well.

Sgt. McCord said you will see a lot of those.

Chair Harris said he just wanted to see if there was anything we need to be aware of. It sounds like overall we are in pretty good shape.

Mr. Ortega said you noticed sprucing up do you know if the City has a similar plan for the road coming out here.

Chair Harris said it is what it is. We can say "eyes right" when they leave the airport.

Mr. Baca said we will have staff mow on the way out and pick up trash.

Mr. Elling said there is not much we can do about the junk yard, but there is a junk car and trash over there as well.

Sgt. McCord said he just marked that car for tow. It will be gone.

Mr. Elling said thank you.

Chair Harris said it is good to hear you are on it.

Mr. Baca said staff has already started weeding around the terminal in anticipation of these events. We will be fine.

Chair Harris said this is our town. He is glad they are going to be here. He thinks they will have a good time.

7. INFORMATION

A. FLY SANTA FE

Chair Harris said Mr. Kirk is here to tell us what is going on with their initiatives and structural issues.

Mr. Kirk said Councilor Harris asked him to give a briefing. He welcomed the opportunity to do that. The relationship between the Airport and Fly Santa Fe has grown nicely over the last year. It is important to continue that progress.

Mr. Kirk handed out an information sheet of Fly Santa Fe. This hand out is incorporated into these minutes as Exhibit "1".

Mr. Kirk said the purpose is to promote economic growth. Statistics show that if you don't have an active airport supporting your town you will not grow. Fly Santa Fe is the Northern New Mexico Air Alliance which includes Taos, Los Alamos, Santa Fe, Santa Fe County, Los Alamos County and Taos Ski Valley. They are all interested in promoting economic growth. We have really started to grow in Santa Fe our economic development outside of tourism. We are starting to get more technology businesses. Things are starting to come here from Los Alamos that could not grow in Los Alamos. This is timely. Our financial support is outlined in the hand out. Last year we received 2 matching grants. $500,000 Federal and $200,000 from the State to initiate additional service which is the flight to Phoenix. We can renew the State grant, but not the Federal

unless we find another City to fly to. We are working on additional cities. This all got started October of 2016. It really got going in February. There was lots of support for the Phoenix flight. It is doing pretty well. It is not always economically viable, but is continuing to grow. We are hoping it will continue. We want to promote awareness and use of the Santa Fe Airport to the local community. It has been an orphan for a long time and did not have much attention from the local community. In a survey 30% of the community did even know we had an airport. We also have had the reputation that we are more expensive and less reliable than Albuquerque. On the expense side that has changed a lot. Southwest is not always the cheapest fare any longer. We developed the phrase "look before you book." Sometimes we are cheaper or about the same. We also are promoting the time to drive down to Albuquerque as part of the expense. We are marketing in surrounding states and California. The campaign will continue. Also we have tried to improve the Airport facilities. We hung lots of art and reframed 50 to 60 pieces of art here. We did the landscaping around the front of the terminal and participated in making sure we have car service out here when the taxi went out of business. We were hearing complaining on our Twitter and Facebook accounts and worked with the Airport so now every airplane is met even if it comes in late. We have done a lot with signage and will do more such as the new sign at the entry. There are other signs we want to put up. We are working with the Airport to do that. We participated with Nick when it was time to get additional funding for parking. That money is on the way.

Mr. Baca said it will be available to us in October.

Mr. Kirk said regarding security and screening we met with TSA and talked with them about the need and hope we contributed to getting that work out. We just got approved a sign we want to put up. We did a survey of people and their frustrations out here. People with pre TSA screening thought they would be given the same screening here that they have at other airports. We do not have the capability to do that out here. Passengers need to be made aware of that. We have this sign that we want to put up at the entry to the TSA clearance area. It explains the TSA process for all passengers including TSA pre screening. We are hoping that will reduce the frustration.

Mr. Hamilton asked have you cleared that wording with TSA.

Mr. Kirk said yes.

Mr. Hamilton said in Santa Fe you have to take out your I Pad as well.

Mr. Elling said make sure it is vetted by TSA.

Mr. Kirk said he sent this down to TSA to Ms. Santiago and she sent a note that she was circulating it through TSA. It came back with a couple of small changes. It has been approved by them. He will ask about adding I Pads.

Mr. Kirk said we hosted a cook out here for all the customer service folks at the Airport. It was a nice day. We sat down and talked to those people about how important their relationship with passengers is and what passenger frustrations we see that we might be able to help them with. It was productive. We think we will do that again.

Mr. Kirk said the most important thing for the next year is securing non stop air service to another community. We have to have a study with data to present to an airline for additional service. We are currently evaluating 4 proposals from 4 consultants who do this kind of work. That won't happen fast. It takes some time to get the data together and get the proposals and to determine target cities and airlines. He went to the Burbank Airport and they are very interested in direct service from Burbank to Santa Fe and back. We are at the starting line. We are promoting and supporting additional terminal capacity. That will be a question the airlines will have. We need to be able to tell them we have plans. We think we need a bit more signage. We are very interested in doing whatever we can to promote building of the road from 599 to here. That is one of the most important signals that could happen. We have done some inquires on that. It is not an easy problem. Maybe we can make some break throughs there. It is the obligation of the Cook family to build this, but there was no date in the agreement that it needs to be completed by. They want to sell some of the property along the proposed road before they build the road.

Mr. Kirk said we will continue our marketing efforts over the next year and encourage people to look at the fares and schedules out here. The only way to solve the delays and cancellations is to have more flights. We are better than Albuquerque now.

Chair Harris said thank you. This has been very instructive.

Chair Harris said he knows there has been some discussion about food service. His understanding is the vendor we have who had been operating the café is not being renewed. We need to know the best way to provide food service inside the waiting area. Have you folks talked about that.

Mr. Kirk said we talked about it, but did not feel that was anything we could make a contribution to. We have talked to the Airport Managers, but left it to the leadership of the Airport.

Mr. Robins said we need to find out the weight of an EMB 175. Let us know if this Airport can handle that aircraft. The better funded airlines are going to those. Their capacity is 70.

Mr. Kirk said lets talk about that.

Mr. Hamilton said there is a concern he has had for some time. He is delighted

that Stuart is here today. It is important to communicate with one another. In his mind there is no clear definition of the roles and responsibilities for Fly Santa Fe versus this Board versus management. He worries some about Fly Santa Fe talking to TSA and airlines. Do we have the same message. He is hopeful Stuart can come to these meetings. He has been coming to their meetings the last few months.

Chair Harris said great point. He asked Stuart to attend to speak to activities, but also structure. Initially it went through the Chamber of Commerce. That has changed. He does think we need to clarify that. Is it a good idea to have an entity like the Air Alliance do the negotiations for example on the sign. It would be important to have Stuart here on a regular basis. He will drop back and speak to Stuart directly with Mark as well to talk about those relationships. Bud you are welcome to join us.

Mr. Kirk said it would be good to know where the lines are. The role of the Chamber of Commerce when the Alliance started was due to the fact that we were not a 501 c3. It took a year to get approval. During that time money that was contributed went to the Chamber of Commerce Opportunity Fund. Now we have gotten our 501c3 approval. Simon Brackley sent a letter to the Airport requesting to terminate the agreement between the City and the Chamber. We are putting an MOU through the City now that designates our organization directly.

Mr. Kirk said Simon is required to notify the Airport. He will go to Mark.

Mr. Baca said we have already started doing some writing of drafts for the MOU with Fly Santa Fe and getting the Chamber out of it. Tuesday is working hard on that.

Chair Harris said he will sit down and talk with you about that. Any advice Bud that you have would be welcome. Certainly we appreciate the initiative taken by the business community and the partners you bought in. He bundles the improvements into improving the passenger experience. You have been helping to take care of some of the details. Before too long he wants to talk about the baggage claim area and improvements we can make there. He sits on the Finance Committee and Public Works and it is no secret that the City of Santa Fe, as an entity, has had a hard time keeping track of their numbers. Our practices over time have not been that great. We were working very hard before the new Mayor came in. Now the pace is picking up. Our focus in on general accountability. We are also moving into the CIP for the City of Santa Fe. He met with the Interim Finance Director and they are just starting to organize that. He thinks hopefully in the next couple of months we will have a CIP in place. The Airport continues to be dependent upon grants. One of the things that is very important for this entity to be self supporting is getting the transaction regarding the Wastewater Treatment Plan completed. Negotiations are going on about Public Utilities paying for or leasing the ground they are located on. That will provide a good amount of capital money for some of these things.

Chair Harris said there has been a lot of discussion about a new terminal. We

have a large number of capital needs. We will be making improvements, but need to think in terms of how we can be as self sustaining as possible. The support of the Air Alliance is critical in providing important partners to support what we are trying to do here. The next element in terms of capital improvements would be on the baggage claim area.

Mr. Ortega said he likes what you are saying about the CIP. That seems to have been unstable over the last couple of years. He hopes that stabilizes.

Chair Harris said we need to get a better handle on that.

Mr. Eagan asked what has been discussed regarding improving the parking area.

Mr. Baca said we have gotten a DFA grant of $1.5 million for improvements to the parking area. In October they will release that money to us. At that time we hope to have a new engineer of record on board and will start with the design and will try to get that done during our slow time.

Mr. Robins said fence that area and pave it. It could generate a large amount of money a year in parking revenue.

Chair Harris said assuming the State delivers on the grant it should be enough to design and construct and improve the parking lot including paving and lights.

8. PUBLIC INVITED TO BE HEARD

Ms. Ferrell said she is here representing Senator Udall's office. She is with his Santa Fe office. For the new folks she wanted them to know who she is. She comes and listens. We have jurisdiction on the Federal issues. We don't want to assume all is going okay. Senator Udall is very interested in the economic climate of this Airport.

Chair Harris said thank you for attending. We appreciate that. You are always welcome to make your observations.

Ms. Ferrell said she is directly connected to the Legislative Assistant who works with the Senator. We all work together.

Mr. Brogan said he is with Enterprise Car Rental. We petitioned 2 ½ years ago to get on site. He will work with Mark about getting a car rental RFP out so we can be a business partner of the Airport.

Chair Harris said there has been discussion on this. It has not gotten the attention or priority it needs.

Mr. Brogan said he just wanted the Board to know his intention.

Chair Harris said in closing we need to move forward to finalize details for the Airport Security Program. We need to tackle the minimum standards for the FAA regulations. The rules and regulations for the land side as well. There needs to be a priority ranking of the work that needs to be done. TSA recently imposed a hefty fine on some folks who went through a gate. We need to talk about that and make sure that we have everything clear. That is high on the agenda for next month. Security minimum standards and rules and regulations on the land side.

9. REQUEST FOR FUTURE AGENDA ITEMS FROM BOARD MEMBERS

Mr. Hamilton said last fall this Board agreed that we needed a vision of where we were going with this work and a strategic plan to support that vision, a timetable and who is responsible for what. That fell apart when Cam left and nothing has happened since. He would like to resurrect that again so we are all working toward a common point. He would like to have that discussion at next meeting. Maybe we can have a little subcommittee to work on it. It will take some work.

Chair Harris said he agrees with those points. We need to come up with consensus on a strategic plan and vision. He sponsored a Resolution for planning at the Campus and guidelines. He is familiar with what needs to happen and the value of that. It really is about consensus and developing the guidelines and implementation. He will make sure that is on the agenda for next month.

10. NEXT MEETING
AUGUST 9, 2018

11. ADJOURN

There being no further business before the Board the meeting adjourned at 5:33 pm.

Councilor Michael Harris, Chair

Elizabeth Martin, Stenographer

FLY SANTA FE

Northern New Mexico Air Alliance (501 C 3)

PURPOSE

To promote economic growth in Northern New Mexico by marketing and improving commercial air service at the Santa Fe Regional Airport

Financial Support:

Local businesses and individuals
City of Santa Fe
Santa Fe Lodgers Tax
Tourism Santa Fe
Santa Fe County
Los Alamos County
Town of Taos
Taos Ski Valley
FAA Small Community Air Service Development Matching Grant
NM DOT Air Service Development Matching Grant

Activities:

Initiated daily commercial service to Phoenix
Promote awareness and use of the Santa Fe Airport to local community
Market air service directly to Santa Fe in the Phoenix, Dallas, Denver and Southern California markets
Improved airport facilities: art, landscaping, car service, entry signage, parking funding from State, security improvements and baggage scanning.

Results:

American Airlines added an additional flight to Dallas (3/daily)
United Airlines added an additional flight to Denver (3/daily)
The Phoenix flight is not yet consistently profitable but is stabilizing
All aircraft capacity increased from 50 to 70 passengers

Exhibit "1"

Total airport commercial activity substantially increased (Feb '17 to Feb '18)

	2017	2018	Change
Arrivals	80,000	105,000	increase 32.5%
Departures	77,000	100,000	increase 39.0%

Issues for 2018

- Securing additional non-stop destinations:
  - Air service development proposals now being reviewed
  - Burbank, Chicago and Houston under consideration
- Promoting support of:
  - Additional terminal capacity for arrivals, departures and baggage
  - Improved guest services: signage, TSA Pre information, etc.
  - Connecting road from NM599
  - Parking improvements
- Continuing to market use of the Santa Fe Airport to both locals (Santa Fe, Los Alamos and Taos) and visitors