



**FAYETTEVILLE REGIONAL AIRPORT  
AIRPORT COMMISSION MEETING  
FIRST FLOOR CONFERENCE ROOM  
Tuesday, November 27, 2018  
2:00 P.M.**

**ATTENDANCE**

Mr. Naynesh Mehta, Mr. Gene Vance, Ms. Dawn Gibson, Mr. John Lewis, Mr. Vic Carnevale, Ms. Katherine Marable, Mr. Robert Van Geons, Mr. Wilson Lacy, Mr. John Meroski

**ABSENT**

Mr. Hector Ray

**OTHERS**

Mr. Bradley Whited, Airport Director  
Mr. Toney Coleman, Deputy Airport Director  
Ms. Patricia Campbell, Sr. Administrative Assistant  
Mr. Johnny Gatlin, Sr.

Chairperson Mehta called the meeting to order at 2:00 P.M.

**ITEM 1: Consider Approval of the Agenda**

Chairperson Mehta asked for a motion to approve the agenda.

Mr. Lewis made a motion to approve the agenda.

Mr. Carnevale seconded the motion.

**ACTION:** The motion was carried unanimously.

**ITEM 2: Consider Approval of the Minutes of the Meeting held October 30, 2018**

Chairperson Mehta asked for a motion to approve the minutes.

Ms. Gibson made a motion to approve the minutes.

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Mr. Vance seconded the motion.

**ACTION:** The motion was carried unanimously.

### **ITEM 3: Management Report**

**Enplanements:** Total enplanements for all carriers as of October 2018 were 20,776. This indicates a 3.2% decrease compared to October of last year and a 4.5% decrease year to date.

USO visitor stats for the month of October 2018 were 3,969 and, the center was closed for 5 days for construction. The year to date total is 21,296.

Terminal Construction Update –

- 1) Sidewalks around Concourse “A” are complete
- 2) Demolition of the connector continues
- 3) HVAC installation and pipe fittings continue
- 4) Contractor says they are on schedule; maybe a little ahead of schedule

Snowball Express will be departing FAY December 8<sup>th</sup> at 8:40 A.M. and returning December 12<sup>th</sup> at 5:30 P.M. They are going to Disney World.

Social Media Monthly Review

- Facebook - Page Likes Up to 3,181  
Reach up to 7,403 – up 21% from last month
- Twitter - Impressions up 21.5% from last month to 10,200  
Followers Up to 176

United Airlines will end service at FAY March 7, 2019. Douglas Banez, Hubpoint Strategic Planning, has been hired to evaluate airline statistics and recommend opportunities for Fayetteville to add or expand service. We have been coordinating this contract since summer 2018. On November 15<sup>th</sup>, all airlines statistics for the third quarter were available. It was our plan to use three quarters to get a good snapshot of 2018. On a side note, Mr. Whited stated he will be working on a timeline of total passenger numbers since 1995. This will show the trend of airline travel for our airport. He said since 1995, the numbers did go up and down, but, overall the trend is up 30%. With the city population only growing 4% in 20 years, the growth at the airport is great.

Mr. Whited stated that Tailwind, our new concessionaire, is doing very well. Hours are extended in the mini gift shop in the “B” Concourse.

The next Tenant Managers Meeting will be Wednesday, December 5<sup>th</sup>, 2018 at 8:30 A.M. in the restaurant. Please feel free to join us.

#### **ITEM 4: Commission Members Concerns**

Mr. Vance asked if other airports are noticing decreased enplanements. Mr. Whited said it depends where you are going. Our enplanements are compared to like size airports. We are trying to focus on military travel. We do have a large leakage to RDU from the military. Command changes every three years and they seem to do what the commander before them did. It is hard to get with someone in charge of travel on Ft. Bragg. Mr. Vance says if we could get in with the S4 office that might be a start to the conversation.

Ms. Gibson said the knock out roses look wonderful.

Mr. Lewis asked about the presentation to Council. Mr. Whited stated at the next meeting, there will be a "dry run" of the presentation. Typically, the Chairperson gives the presentation to Council and Mr. Whited is there for questions. Mr. Lewis asked about United pulling out, where will their load go? Mr. Whited stated those possibilities will be looked at.

Mr. Carnevale agreed with Ms. Gibson that the roses look great. He asked about the South GA development plans. Mr. Whited said they are looking at building some hangars and keeping the expansion of Runway 28 in the plan.

Mr. Van Geons stated there is interest in using our airport as far as economic development. Mr. Whited and Mr. Van Geons will try to work on a survey with Doug Banez to find out how to make Fayetteville a more favorable gateway. He stated it is good to know that something is a bad idea versus assuming. Mr. Whited stated low fare carriers look for markets that are point to point. Southwest only wants to come to communities with one million plus population and guaranteed 10 flights a day at 80% load factor. Airlines are very competitive with one another and don't want other airlines to know what or where they are thinking about starting service. The airport and the EDC will be working together as far as economic development for the airport.

Mr. Meroski thanked the airport for all the good efforts. He stated that years ago, Mr. Mehta, his brother and himself met with General Fox, the Garrison Commander at the time on Ft. Bragg, to change the per diem rate for Fayetteville. He was wondering if some stats could be gathered to make the Commander aware of the savings to travel Fayetteville versus traveling RDU. Mr. Whited said he will discuss this with Doug Banez.

Mr. Lacy had no concerns.

Ms. Marable had no concerns.

Mr. Mehta concurred about a survey from Ft. Bragg. It would be nice to get information about leakage and see if a plan can be established to get Ft. Bragg to travel from FAY.

**ITEM 5:** The next regularly scheduled meeting of the Airport Commission is Tuesday, December 25, 2018 at 2:00 P.M. Consider rescheduling the meeting to Tuesday, December 18, 2018 at 2:00 P.M.

Chairperson Mehta asked for a motion to cancel December 25<sup>th</sup> meeting and schedule a meeting on December 18<sup>th</sup>.

Mr. Lewis made a motion to cancel December 25<sup>th</sup> meeting and schedule a meeting on December 18<sup>th</sup>.

Ms. Gibson second the motion.

**ACTION:** The motion was carried unanimously.

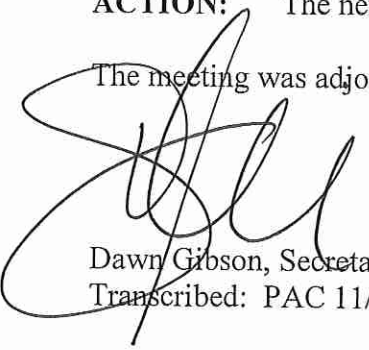
Chairperson Mehta asked for a motion to adjourn the meeting.

Mr. Lewis made a motion to adjourn the meeting.

Mr. Marable seconded the motion.

**ACTION:** The next scheduled meeting is December 18, 2018 at 2:00 P.M.

The meeting was adjourned.



Dawn Gibson, Secretary  
Transcribed: PAC 11/29/18