



**FAYETTEVILLE REGIONAL AIRPORT  
AIRPORT COMMISSION MEETING  
ZOOM MEETING  
Tuesday, May 31, 2022  
2:00 P.M.**

**ATTENDANCE**

Mr. Mark Lynch, Mr. Jay Wyatt, Mrs. Sandy Ammons (ZOOM), Mrs. Judy Dawkins, Mrs. Kim Medley, Mr. Naynesh Mehta (ZOOM), Dr. Robert Hambly (ZOOM), Mr. Robert Van Geons, Dr. Wilson Lacy (ZOOM)

**ABSENT**

Mr. Randy Fiveash

**OTHERS**

Mr. Deontae Watson, Deputy Airport Director  
Ms. Patricia Campbell, Sr. Administrative Assistant  
Ms. Carey Adams, Office Assistant II  
Mrs. Jodi Phelps, FAY Marketing & Communications Director  
Mr. David Scott, FAY Marketing & Communications  
Ms. Christi Cain, Visitor  
Ms. Monique Hamilton, Signature Flight Support  
Mr. Michael Vinay, Signature Flight Support  
Mr. Adrain Nunuz, USASOC  
Mr. Bryan Morgan, USASOC  
Mr. David Hutchings, USASOC  
Mr. John Dean, USASOC  
Mr. Philip Neeper, USASOC  
Mr. Pat O'Hara, USASOC  
Ms. Elizabeth Morin, Sr. Administrative Assistant (ZOOM)  
Mr. Greg Davis, All American Aviation (ZOOM)  
Ms. Tosha Szabo, Signature Flight Support (ZOOM)  
Ms. Kecia Parker, City Real Estate (ZOOM)  
Mr. Paul Allen, Assistant City Attorney (ZOOM)

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

**ITEM 1: Presentation of USASOC Certificate of Appreciation to FAY Personnel**

Deputy Director Watson introduced USASOC Staff Members to the Commission. Certificates were awarded to Ms. Carey Adams, Mrs. Patricia Campbell, Dr. Toney Coleman, Deputy Director Watson, Mr. Michael Vinay, and the Airport Commission for the support of the United States Army Special Operations Command from April 2021 to November 2021. During this time, Pope Army Airfield was temporarily closed so the USASOC Flight Company ran operations from FAY. This allowed the Command to continue airborne training to ensure combat readiness of our Soldiers so they are always ready to answer our Nation's call.

**ITEM 2: Consider Approval of the Agenda**

Chairperson Lynch asked for a motion to approve the agenda.

Mrs. Dawkins made a motion to approve the agenda.

Mrs. Medley seconded the motion.

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

**ITEM 3: Administer the Oath of Office to New Members**

Mr. Jay Wyatt took the Oath of Office and was sworn in as a Fayetteville Regional Airport Commission Member.

**ITEM 4: Election of Officers – Chairperson, Vice Chairperson and Secretary**

Mrs. Medley nominated Mr. Lynch to continue as Chairperson. Mrs. Dawkins seconded the nomination. There were no other nominations.

**ACTION:** The vote was unanimous for Mr. Lynch to continue as Chairperson.

Mrs. Dawkins nominated Mr. Wyatt for Vice Chairperson. Mrs. Medley seconded the nomination. There were no other nominations.

**ACTION:** The vote was unanimous for Mr. Wyatt as Vice Chairperson.

Mrs. Medley nominated Mrs. Ammons to continue as Secretary. Mrs. Dawkins seconded the nomination. There were no other nominations.

**ACTION:** The vote was unanimous for Mrs. Ammons to continue as Secretary.

**ITEM 5: Consider Approval of the Minutes of the Meeting held March 29, 2022**

Chairperson Lynch asked for a motion to approve the minutes.

Mr. Wyatt made a motion to approve the minutes.



Mrs. Medley seconded the motion.

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

**ITEM 6: Consider recommending approval to City Council for the Transportation Network Company (TNC) Agreement**

Deputy Watson stated that Dr. Coleman started this initiative in 2017 to offset revenue. The charge would be \$2.00 for a pickup and \$1 for a drop off. These prices are in line to peer comparisons.

Chairperson Lynch asked for a motion to approve the recommendation to City Council.

Mrs. Medley made a motion to approve the recommendation.

Mr. Wyatt seconded the motion.

Mr. Paul Allen, Assistant City Attorney clarified that the recommendation for approval does not go to City Council, it will go to the City Manager.

**ACTION:** The motion was carried unanimously with the noted change that the recommendation goes to the City Manager, not City Council.

**ITEM 7: Consider recommending approval to City Council for approval of the License Agreement for Interspace Services, Inc. DBA Clear Channel Airports**

Deputy Director Watson stated this agreement would be in effect until 2026. The Commission asked what specifically did Clear Channel have mind for advertising in the Airport. Deputy Watson stated it would be mixture of static and digital advertising signs. Dr. Hambly asked why was Clear Channel the agency selected. He wanted to know if there were other agencies. Deputy Watson stated there are other agencies and if there were to be a change, this would have to go out to "request for proposals." Mr. Van Goes stated the advertising in the Airport needs to positively impact our visitors. No old school signs should be used. Mr. Wyatt suggested this issue be tabled for further investigation. Deputy Watson said Clear Channel could be contacted so they could report to the Commission what they are committed to doing. Mrs. Dawkins said this would have to be done before July so it could go before City Council in a timely manner.

Chairperson Lynch asked for a motion to table this item for further investigation.

Mr. Wyatt made a motion to table this item.

Mrs. Medley seconded the motion.

**ACTION:** The motion was carried unanimously. This will be brought back at a later date.

**ITEM 8: Consider recommending approval to City Council for the Sierra Nevada Corporation Lease.**

Deputy Watson said Sierra Nevada has been a wonderful tenant. Mr. Van Geons said they have invested in the building and they are a great value to the community and generate tax dollars.

Chairperson Lynch asked for a motion to recommend approval to City Council.

Mrs. Dawkins made a motion to recommend approval.

Mrs. Medley seconded the motion.

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

**ITEM 9: Consider recommending approval to City Council for the following Rental Car Lease Agreements:**

**Avis Rent A Car  
Budget Rent A Car  
The Hertz Corporation Rental Car  
ILM Transportation, Inc. Rental Car  
Enterprise Leasing Company Southeast, LLC Rental Car  
Enterprise Leasing Company Southeast, LLC DBA  
National/Alamo Rental Car**

Dr. Hambly asked if there were independent companies that might be interested leasing at the Airport to promote diversity. Deputy Watson stated there are very few independent rental car companies and we have the top 6 agencies at our Airport. If the Airport were to take on more rental car agencies, there would have to be more parking available. Ms. Parker clarified the rental spaces for the wash areas for National and Enterprise.

Chairperson Lynch asked for a motion to approve the recommendation to City Council for all the Rental Car Agencies.

Mrs. Medley made a motion to approve the recommendation.

Mr. Wyatt seconded the motion.

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

**ITEM 10: Management Report**

**Enplanements.** Total enplanements for all carriers as of April 2022 were 13,892. This indicates a 20.4% decrease compared to April of last year. Total deplanements were 13,552. This is a total of 27,444 passengers in and out of FAY last month.



Average load factor (LF) target is 80%. American LF from 86.8% in March 2022 to 87.7% in April 2022. American's passenger count is down 33.8% compared to April 2021.

Delta LF increased from 79.4% in March 2022 to 86.6% in April. Delta passenger count is up 11.9% compared to April 2021.

Ridership Averages as of April 2022: Business Travel is at 30.64%, Personal Travel at 43.14% and Military Travel at 23.32% and "other" at 2.90%.

Rental Car Revenue in April 2022 was down 6.83% as compared to April 2021. This is a 31.07% increase year to date

Parking Lot revenues up 2% in April 2022 compared to April 2021 with an 27.2% increase year to date.

American operating ten flights per day, 5 in and 5 out and Delta is operating 6 flights per day, 3 in and 3 out. Also, 2 charters are operating a month.

Total Facebook views in April were around 44,000. This is a 100% increase over last month. Facebook cost per click (CPC) is down 42% which is a positive because it means we are retaining current customers and gaining new ones. Total Google views in April were around 18,000. This in an 8% increase over the previous month. Google CPC is down 19% and is a positive as in the statement above with Facebook CPC's.

Deputy Director Watson said the ACE Academy has 45 applicants so far and the deadline for submission is July 15, 2022. Next planning meeting is June 3 at 3:00 PM in the Airport Conference Room or by ZOOM.

Deputy Director Watson gave an update on the Terminal Renovations.

#### **ITEM 11: Commission Members Concerns**

Mr. Wyatt stated he would like to be included in renovation walk a rounds. Deputy Director stated that anyone is welcome to join the renovation meetings and walk a rounds. And he would be happy to do a tour for anyone interested. Please contact Mrs. Campbell to schedule a time. Mr. Wyatt said he would like to be involved with the ACE Academy.

Mrs. Medley stated she would also like to be involved in the ACE Academy.

Mr. Lynch said the audio/visual system needs to be looked at as the volume for attendees of ZOOM is too low.

Mrs. Dawkins asked if ZOOM meetings are required. Deputy Director Watson said they are not a requirement, but offered as a convenience for those that cannot attend in person.

Mrs. Ammons wanted to update the Commission on the Art Installation. She said over 40 RFP's were received and narrowed to three. The committee consisted of herself, Mr. Watson, Dr.

Coleman, Mrs. Kim Toon, and Mr. Antonio Renteria from the Arts Council. The committee will make a recommendation to the Commission. A stipend of \$250.00 will be given to the selected artist and they are to present a 3D model. Mrs. Ammons will send the link of the selectees to Mrs. Campbell to be forwarded to Commission members. It is hoped to have the art instillation by the end of December.

**ITEM 12: The next regularly scheduled meeting of the Airport Commission will be Tuesday, June 28, 2022 at 2:00 P.M. This will be a ZOOM and In Person Meeting in the First Floor Airport Conference Room.**

Chairperson Lynch asked for a motion to approve the next regularly scheduled Airport Commission meeting and to adjourn the meeting.

Mrs. Medley made the motion to approve the next regularly scheduled Commission meeting and adjourn.

Mr. Wyatt seconded the motion.

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

The meeting was adjourned at 3:12 P.M.



Sandy Ammons, Secretary  
Transcribed: PAC 06/02/2022