

MINUTES AIRPORT ADVISORY BOARD

Monday, October 24, 2016

6:00 p.m.

Rockwall City Hall

385 S. Goliad Street, Rockwall, Texas 75087

I. CALL MEETING TO ORDER

The meeting was called to order at 6:00 PM. Present were Tom Woodruff, Mike Potter, Kellie Roby, Dwight Royall, Brad Bassett, and Matt Murphey. Board member Mark Berglund was absent.

II. OPEN FORUM

The audience was given the opportunity to share comments or concerns with the Board as part of Open Forum. There were no speakers during this portion of the agenda.

III. DISCUSSION/ACTION ITEMS

1. **Consider approval of the minutes from the September 26, 2016 Airport Advisory Board meeting and take any action necessary.**

Mr. Bassett made a motion to approve the minutes of the September 26, 2016 meeting. Mrs. Roby provided the 2nd and the motion was approved 6-0.

2. **Hold a work session to discuss airport operations, including revenues and expenditures, marketing, and all other aspects related to airport improvements.**

Mr. Boyd discussed historic fuel sales from 2010 to the present. Mr. Royall provided a chart to the Board that shows the fuel sales trend for this time period and discussed his thoughts on the primary sources of revenue: fuel sales, hangar rentals, a portion of land lease proceeds, miscellaneous sales for items such as oil, charts, and the Texas Air Center maintenance operation. The two sources that can be impacted the most are fuel sales and hangars rentals. The data from April 2014 to present shows that there are 45 hangars. 40 are reported rentable, and 29 are rented monthly based on average. The recommendation is that if more hangars are rented and more fuel is sold on a monthly basis, the revenues would increase to the point that it would make up the \$25,000 supplement the City is providing to Texas Air Center for operational support.

Mr. Woodruff pointed out that in 2010 oil prices were high and now oil prices are low and that there may be a direct connection in the amount of revenues from 2010 to 2016. The funds to fly may not be available by the flying community as much as it was in 2010.

Mr. Potter asked when the change in the original contract occurred that allowed TAC to be closed on Sunday. The City Council approved the change due to fuel sales not covering the labor costs in October 2015.

The primary results of the data is that the goal should be to get back to 4000 gallons per month on average (based on historic sales) and to get more hangars rented to bring in additional revenue. Mrs. Roby asked when the last time there was a rental adjustment. Mr. Parks indicated he increased rent from \$70 to \$85 in August 2014. He also indicated that the airport doesn't have an active flying community to the same level as it once enjoyed.

Mr. Bassett discussed ways to get patio hangars in better shape to market them to the public and to make the spaces more desirable. City staff will get with the Engineering Department and look at ways to improve the patio hangars. Mr. Boyd told the Board that hangar drainage and parking spaces under the open hangars were looked at in the past with TXDOT Aviation Planners, but it was determined that due to the high cost of improvements coupled with limited grant funds, the airside improvements should be the top priority for using grant funds available from the State.

There was also discussion about exploring a private partnership to build new enclosed T-hangars on the east side comparable to the land lease agreement on the west side of the airport as a long-term solution. There have been inquiries in the past about potential land lease options on the east side but not in recent years.

The resulting action items from the discussion are:

- Empty hangars need to be rented (look at drainage and surface improvements)
- Increase fuel sales with a goal of 4000 gallons a month (based on historic figures)
- Evaluate the cost and feasibility of a self-service fuel island
- Promotional Events / Marketing
- Identify ways to maintain operations until 100% of the land lease hangar revenues are collected by the City

IV. ADJOURNMENT

The meeting was adjourned at 7:43 PM.

PASSED AND APPROVED BY THE AIRPORT ADVISORY BOARD OF THE CITY OF ROCKWALL, TEXAS, THIS 28th DAY OF NOVEMBER, 2016.

ATTEST:



Joey Boyd, Director of Internal Operations



Dwight Royall, Chairman