

MINUTES OF MEETING
JOPLIN AIRPORT BOARD MEETING
January 14, 2021

The Airport Board met in the board room at the at the Joplin Regional Airport Commercial Terminal Building. The meeting was brought to order at 7:00 A.M.

Item 1: Roll Call and Approval of Minutes from the last meeting.

Board members attending included Richard Russell, Mike Bentley, Fred Osborn, Bob Loudermilk, Rob O'Brian, Randy Moore and Kelli Starkweather. Staff present included Steve Stockam, Melissa Hunter and Brent Williams. Also attending was special guest Brian Jones of the Civil Air Patrol (CAP).

Approval of Minutes:

Mr. Russell voted to approve the December meeting minutes. Mr. Osborn seconded. All were in favor.

Item 2: Old Business

Brian Jones from the Civil Air Patrol (CAP) addressed the board with his plans for the future of the CAP in Joplin. He stated that he appreciates and thanks the airport board for their service to the community and to the Civil Air Patrol. He has seen a lot of growth in the aviation community recently and numbers are increasing for pilots in training. The CAP has the largest fleet of 172's and 182's he added. Mr. Stockam stated that he is excited about Brian being here. He is breathing new life into the Civil Air Patrol organization and we are looking to find a hangar for a CAP plane as we move forward.

Mr. Stockam presented a slide depicting the Joplin Regional Airport (JLN) passenger numbers in the year 2019 as compared to the year 2020. He added that there is a mentality that Joplin is unhappy with American Airlines service, which is not true. American Airlines filed to terminate service in Joplin which triggered a return to Essential Air Service (EAS) funding according to Mr. Stockam. We are not trying to run American Airlines out of Joplin. A request for bidders was published by the Department of Transportation (DOT) and bids were opened on October 26, 2020. American Airlines, Boutique Air and SkyWest were the bidders, and after review and analysis, the board recommended SkyWest as the best option for Joplin. The DOT is taking it slow while working from home so it may be a 30 to 60-day period before a determination is made of the winning bidder. If the DOT awards service to SkyWest, American Airlines can still withdraw its termination and we could continue without EAS according to Mr. Stockam. The DOT spoke with SkyWest about their timeline for a change over, which was determined to be 120 days. If a change in carriers is made, it won't happen until June or July. Today, we plan to continue with American Airlines and build passenger counts. Mr. Stockam added that we are in a win-win situation. We plan to keep going as is and support any service we end up with.

Mr. Stockam stated that we've had an average of 4000 passengers per month since July 2020 while some other small airports are averaging 1000 passengers per month. We have done very well through the pandemic and we are thankful for American Airlines.

Next, Mr. Stockam presented the board with a slide of construction projects and phases. He specified for Project 1 on the south end, we have already received grant funding. For Project 2 on the north end, we hope to receive grant funding soon. Emery Sapp & Sons was awarded the bid for both projects. Phase 1, for engineering and design with Crawford, Murphy, and Tilly (CMT) had 95% grant funding and 5% city funding. Construction on the south end, Phase 2, will include a construction management contract with CMT as well as an FAA navigational aids agreement with 100% grant funding for both. Phase 3 will be the construction on the north end which we hope is paid at 100% according to Mr. Stockam. We plan for this to be a 14.5-million-dollar project paid for by 100% federal grant funding except for 5% of the design. Mr. Stockam stated this is all about timing and being ready when opportunity happens. This will be a huge long-term asset he added. Mr. Stockam reminded the airport board of the airfield closure dates of July 23rd through August 2nd, 2021. He added that the airport has scheduled a lot of maintenance to occur during that time, so we will be very busy. The car rental agencies and Mizzou will still be open. We have reached out to neighboring airports to find places to park planes during construction. Pittsburgh, Miami, and Springfield have expressed that they will assist during those 10 days. Mr. Osborne asked what marketing we are doing to inform the community of the closure. Mr. Stockam replied, as we move through summer travel, American Airlines has been informed of the closure. We want people to know, but we will try to make sure everyone understands it is temporary. Mr. Stockam hopes to inform people live on council television Tuesday and possibly running an ad in The Joplin Globe. Mr. Moore stated that you can still book flights during the closure through American Airlines. Mr. Stockam stated that we don't control American Airlines ticketing and we plan to send an email to our tenants for notification as well.

Next, Mr. Stockam addressed Alpha Air Centers closure and assets. He stated that Alpha intends to remain in possession of the fuel farm, main hangar, and the south hangar. The general aviation terminal has reverted to the city. We are not prepared to make a recommendation on how we want to handle that. How long the space will be needed by the health Department is a question as well. There were three T-hangars leased through Alpha that have reverted to the tenant. Mr. Stockam added that AV fuel has contacted the airport requesting information regarding the FBO operation. They have requested a copy of any request for bidders we publish regarding the space. Mr. Stockam added that there are many people who are interested. Mr. Loudermilk asked about the fuel farm. Mr. Stockam replied that the FBO minimum standards apply to the fuel farm and no one can just sell fuel. It will be for personal use by Jake Asbell. If someone leases the general aviation space, they may be given an option to sublease the fuel farm from Asbell. Mizzou Aviation has shown interest as well added Mr. Stockam. We must put the space out for bids to give everyone an opportunity he added. Mr. Moore stated that Mizzou needs more room for training.

Next Mr. Stockam displayed a chart with yearend numbers. The chart depicted seating for passengers as compared to seats left available. We started off with Chicago service through January and February and then it dropped off in March due to COVID according to Mr. Stockam.

During the month of June, we only had one flight per day. Since July, we have boarded over 4000 passengers per month and continuing for the rest of the year. When American Airlines was preparing the fall schedule, they were hoping for a larger market opening. They schedule 90 to 100 days in advance according to Mr. Stockam and they planned too many seats. Ms. Starkweather also commented that they brought in a larger plane, so we had more capacity. Mr. Stockam stated that it is tough to compare 2020 yearend numbers to 2019 yearend numbers. Next, he presented a graph to the board showing 2018 yearend numbers as compared to 2020 yearend numbers. He detailed that in 2018 we had three flights per day to Dallas with some larger planes. Additionally, we had more seat capacity this fall than we did at some points in 2018 due to larger plane sizes. Our 2018 numbers present a 60% leisure travel market and we are just beginning to see some business travel at this point in 2021. He further explained that the international market is opening for travel with a negative COVID test. We will see how recovery goes. Compared to some other airports we are doing well he added. Mr. Stockam stated that 57 passengers boarded the plane this morning and Christmas break week sold out. However, in April the load factor numbers drop off because some planes were departing with as little as three passengers. June and July were a turning point and we began to see our numbers going back up. American airline wants to have more than a 70% load factor. We don't know why American Airlines flies 76 passenger jets in here at this point. They are moving things around to optimize what they have. However, the larger planes benefit our passengers. It's been a rough year and a learning curve according to Mr. Stockam. Also, a lot of general aviation was not flying during peak COVID times. The problem was, where were they going to go? It was a virtual market for business travelers according to Mr. Stockam. However, this did strengthen interest in the aviation community. There is a record number of new pilots as before we had a pilot shortage. Mr. Moore commented that commercial travel is tracking close to the national average which is back to half of pre-COVID.

Mr. Stockam stated that more businesses are trying to open back up. As bad as it was for Joplin, it wasn't all that bad. We are thankful for the support of our community. Mr. O'Brian asked if we could get the word out about our positive attitude toward American Airlines. He suggested that it would be worthwhile to put something on social media. Mr. Stockam replied that we are not marketing gurus, but we have thought of addressing additional concerns. We don't want to stimulate bad information he added. Mr. Stockam stated that had the opportunity to do a news release and held back out of fear of a negative impact.

Mr. Stockam expressed to the board the plans on extending the existing air service grant. He added that we hoped to understand the Department of Transportation decision before moving forward with more advertising. Everything is advertised with American Airlines for now and we may need to make a few changes if the carrier change happens. We don't know which airline to promote at this point. Mr. Russell asked where we heard of the negative information regarding American Airlines. Mr. Stockam replied that certain American Airlines employees were unhappy with the airport board recommendation to the Department of Transportation. He added that the idea that we are trying to run American Airlines out is ludicrous. We have done everything to support them according to Mr. Stockam. But at the end of the day we must lookout for our airport and passengers. We would love to have both carriers he stated. Mr. Moore asked how long American Airlines has to resend their

termination. Mr. Stockam stated there is no set date, but it would need to be fast. Mr. O'Brian agreed that there is no need for American Airlines to act now, but they could possibly be sitting on their decision. We can't fault or justify their decision added Mr. Stockam. All carriers are looking at huge losses right now. We don't want to see them disappear. Mr. O'Brian stated that he knows some people will not happy with the potential change, but we had to make a decision that was best for the airport. We truly don't know what the outcome will be, and it is in American Airlines hands. Mr. Stockam stated that he is preparing a message for the council. We have a 14-million-dollar project along with a temporary airport closure which is great news. The fact that the closure is only for 10 days due to construction is information we plan to share on social media as well. People read headlines only, and don't read the article he added. It only takes one person to hit a negative tone on social media and then you spend a lot of time backtracking.

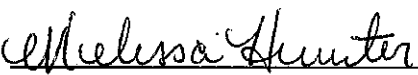
Mr. Stockam stated the cares act is a 1.164-million-dollar grant for payroll. There may be another number this time around to put towards concessionaires. Mr. Osborne asked if that was a grant as well and Mr. Stockam replied yes.

Item 3: New Business

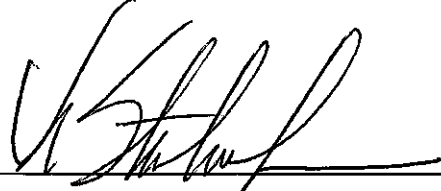
Mr. Moore voted to adjourn the meeting. Seconded by Mr. Bentley.

The meeting was adjourned at 8:01 am.

Approved,



Melissa Hunter, Airport Clerk



Kelli Starkweather, Chairman of the Board