

MINUTES OF MEETING
JOPLIN AIRPORT BOARD MEETING
July 8, 2021

The Airport Board met in the board room at the Joplin Regional Airport Commercial Aviation 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 Mike Bentley, Fred Osborn, Bob Loudermilk, Kelli Starkweather, Rob O'Brian, Richard Russell and Randy Moore. Joplin Regional Airport staff attending included Steve Stockam Airport Manager, Melissa Hunter Airport Clerk and David Hertzberg Director of Public Works. Additional guests included Wayne Adolphsen, Johnny Preston, Chad Johnson, Ruth Wilson, and Marcia Rulla from Mizzou Aviation as well as Brian Jones of the Civil Air Patrol, Kris Zebert hangar tenant and Jack Schaller of Olszen Associates.

Mr. Russell voted to approve the June meeting minutes. Mr. Loudermilk seconded. Special meeting notes were approved by Mr. O'Brian. Mr. Osborn seconded. All were in favor.

Item 2: Old Business

Mr. Stockam addressed the board regarding Runway 18/36 construction progress. We are getting close to shut down he stated. We have been sending mass e-mail messages to tenants and users of the airport to make sure everyone is aware, and we will continue to do so. Mr. Stockam held the first closure meeting yesterday. There were a few issues brought up by the tower that were addressed. We set a plan for helicopter landings and even though the runways will be closed, we had to address a plan for emergency plane landings. Mr. Stockam stated that Taxiway D was the best option and barricades will be set up. He added that the airfield will be closed, so our priority will be the safety of the workers on the ground. Equipment has been moved in for the concrete plant. Monday, Tuesday, and Wednesday of the closure week they will process test batches of concrete. There will be another closure meeting for everyone to attend including the Federal Aviation Administration (FAA). The last commercial flight before the closure will be Thursday at 6:30pm and the first outbound flight after opening will be the morning of August 2nd to Chicago. APAC has plans to mill and fill highway 171 between Carthage and Joplin during the closure. We will work with them to get our trucks through their construction. Mr. Stockam added that the mill and fill will be mostly at night and our trucking will be mostly during the day. He added that we will coordinate the navigational aid changes with the FAA. Additionally, there will be a large amount of work happening in the Commercial Terminal building which will begin on the first day of the closure. Mr. Loudermilk asked if there were issues with the water line ran under the entrance road. Mr. Stockam stated that there were no issues. They plan to cover that area with one of the test batches of concrete. Mr. O'Brian asked if we had heard of any issues with private aircraft housing elsewhere. Mr. Stockam replied that he reached out to surrounding airports and they all extended their assistance if needed. We have notified tenants of that information so they can make arrangements.

Our traffic report numbers were outstanding for the first month of SkyWest service with over 7000 passengers in June Mr. Stockam told the board. Chicago was initially behind in bookings but

picked up toward the end of the month which may be due to their city re-opening from COVID closures. Houston was our number one for bookings followed by Denver and Chicago. Mr. Stockam added that we may see a flip flop as things open back up and business travelers are going again. He added that load factors have exceeded expectations and we are really excited about it. Mr. Stockam stated that United will trade the Denver and Houston mid-day turn to prevent issues with the Denver afternoon thunderstorms. Additionally, that flight has only been booking to 44 instead of the 50-seat capacity due to the heat. SkyWest is making logistic changes with staffing as well. He added that United seems very responsive and we are already looking at the September schedule. Don't be surprised if you see some positive changes on there he added. It will be interesting to see how the business market bounces back this fall from COVID. There were some comments that there were not enough seats, but the additional options are nice according to Mr. Stockam. He added that we expected some point-to-point Dallas travelers to have issues. Mr. Russell asked if we anticipate more frequency in flights. Mr. Stockam replied yes, we don't think SkyWest will increase plane size, but more flights possibly.

Item 3: New Business

Next Mr. Stockam addressed the board regarding the GA terminal request for proposals. Mr. Stockam disseminated an evaluation form to the board that explained the criteria. He added that there would be a follow-up meeting with David Hertzberg, Kelli Starkweather, and himself where the proposals would be further evaluated before a final decision is taken before the City Council. Ms. Starkweather asked if there were any thoughts or questions to be discussed before the vote. Mr. Moore stated that he was bothered that Big Air didn't have a finite plan set for fuel farm usage. He thought there should have been a contingent agreement made with Jake Asbell. Mr. O'Brian asked for clarification if we are looking at pricing on the initial proposals as far as pricing is concerned. Mizzou priced at \$0.42 per square foot and Big Air priced at \$0.70 per square foot he added. Mr. Loudermilk stated that the pricing wasn't very clear during the meeting, but scoring should be based on the amount in the initial proposals. Mr. Moore stated that Mizzou's initial presentation was a different amount from their initial proposal. Mr. Moore asked if we should clarify the revision or if the higher proposal was on the table. Mr. O'Brian stated that we were not looking for a fixed base operator (FBO) bid. Mr. Stockam agreed that the space was open for any business proposal. Mr. Bentley asked if Big Air was awarded the space but couldn't meet the FBO agreement, would the space revert to Mizzou or need to be re-bid. Mr. Stockam replied that it would revert to the other bidder in either case. Mr. Moore asked if we could continue to negotiate with both bidders. Mr. Stockam replied that the City is a government entity, open to all, and that isn't how the bid process works. Mr. Loudermilk stated that financial reports were requested from Big Air and they were made available for the board review. Mr. Russell asked if the city takes the bid within 10% if it is local over a company outside the city. Mr. Hertzberg replied that it is 3%. Mr. Russell continued to say that Asbell lost money and that is why his fuel farm equipment is available in the first place in his opinion. If Asbell lost money, how can another company profit in the same place. Mr. Stockam stated that the proposal amount is listed only as a part of the evaluation. There are other components to consider he added, such as how the change will affect the airport. Mr. Russell added that most bids go to the lowest bidder even if not totally qualified. Mr. Stockam stated this is not a bid, but a proposal and request for qualifications. Ms. Starkweather stated that we need to take total compensation to the airport into consideration. Mr. O'Brian stated that Big Air had the edge based on the original numbers. He added that unlike Asbell, Big Air operates other FBO's and could bring more

business to the airport which could also help local companies expand. He added that we could expand an already local company instead. Mr. O'Brian stated that he votes for Mizzou Aviation. Mr. Moore stated that Big Air made a reference to a restaurant, but Mizzou had plans set forth in their proposal. Ms. Starkweather asked the board to use the evaluation form to score points and turn them into her for totaling.

Mr. Stockam commented that the Civil Air Patrol secured a plane that will be shared with Springfield. Mizzou will be housing the aircraft for now.

Mr. Stockam stated that we are in the final stages of budget. We are not making any major changes. We asked for funding for phase 2 of carpet installation for the terminal building and phase 2 of HVAC controls. He added that the city computer system is locked down but hopefully it will be corrected by next week.

Ms. Starkweather announced that the totals were calculated. Big Air received 323 points and Mizzou Aviation received 502 points. David Hertzberg and Steve Stockam will turn in score cards as well. Mr. Osborn noted that he didn't vote due to conflict of interest.

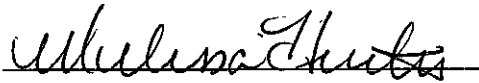
Mr. Osborn asked how our current traffic numbers compare to pre-COVID numbers. Mr. Stockam stated that in June 2019 we had 9259 passengers, but many more seats available with a 49% load factor. SkyWest was looking for at least 75% loads and June averaged 80%.

Mr. Brian Jones commented that he appreciated the board bringing hope, care, and compassion to the community with their decisions.

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

The meeting was adjourned at 8:05 am.

Approved,



Melissa Hunter, Airport Clerk



Kelly Starkweather, Chairman of the Board