

YAMPA VALLEY AIRPORT COMMISSION

December 8, 2022

Meeting Minutes

The regular meeting of the Yampa Valley Airport Commission (YVAC) was called to order in-person and via Zoom at approximately 6:00 p.m. on Thursday, December 8, 2022.

YVAC members present:

Janet Fischer – Steamboat Ski & Resort Corp.
Tim Redmond – Routt County Commissioner
Stephen Birch – Resident of Routt County - Aviation Community
Randy Rudasics – Steamboat Chamber
Larry Mashaw – Resident of Routt County
Les Liman – Resident of Routt County - Aviation Community
Chris Nichols – Resident of Moffatt County

YVAC members absent:

Robin Crossan – Steamboat Springs City Council member
Michael Buccino – Steamboat Springs City Council member
Matthew Mendisco – Town of Hayden (Alternate)
Rob Perlman – Steamboat Ski & Resort Corp.
Jarrod Ogden – Resident of Moffat County (Alternate)
Ed Corriveau – Representing the Town of Hayden

Others present:

Kevin Booth – YVRA
Stacie Fain – KSBS
Tim Ascher – Atlantic Aviation
Jake Hoban - Garber
Lauren Rasmussen, Mead & Hunt
Jeremy Lee – Mead & Hunt
Beth Postemski – Hayden Condo Association

I. ORGANIZATIONAL MATTERS

1. Approval of Minutes – October 13, 2022

MOTION

Steven Birch corrected the minutes on Page 12 to indicate that the motion he made was to endorse the budgets rather than approve.

Exact language was sent to Tammie.

Steven Birch moved to approve the October 13, 2022, meeting minutes with his suggested changes; Randy Rudasics seconded.

The motion carried unanimously.

II. PUBLIC COMMENT

None.

III. BOARD MEMBER COMMENTS

None.

IV. NEW BUSINESS

1. SBS Airport & Capital Infrastructure Update

Stacie Fain:

We finally took delivery of our loader-mounted snowblower. We were able to sell our Oshkosh. We're still figuring out the kinks in the connectivity and getting everything working. We should have that fully operational by next weekend. After the team is trained up on it, the Rolba will become our backup.

Our goal is to change the hooks on that to a Caterpillar in 2024 when we will be moving to Caterpillars, which is what the rest of the city has, instead of Volvos. It will be more efficient for the city and the airport to work together and keep our equipment running.

We did get our simulator. We're working the kinks out of that, too. There's a seat under construction, then we'll nail down the pedals, get some training from the developer, and get a couple of folks trained up on that who will train the rest of the team. Then, we will have it available for people to rent. We're targeting the first of the year for that.

I've been talking to CDOT about the idea of a simulator for about five years. The nearest simulator that a pilot can rent is on the Front Range or in Grand Junction. Simulators make safer pilots. They get further licenses; they stay current. Especially after the crash this time last year, we decided we wanted to try to make that available to people in the mountain region. CDOT approved it, and they liked it so much that they made it a statewide initiative. So, any other FBOs that are run by their city or county can now apply for this grant.

We're going to charge \$45 an hour and make it free to city employees.

Redmond asked if Civil Air Patrol cadets would be using it. Fain said absolutely.

Liman asked if the state is responsible for O&M; Fain said SBS is responsible.

Fain: We bought a Garmin membership, so we will have all the current approaches and all the updates.

Fain will publicly post info about the simulator.

Fain: CDOT was here because we were one of the three airports that was nominated for the Colorado Asphalt Pavement Association (CAPA) award for the best pavement project in 2022. They came and inspected the new pavement. We'll hear in February whether we get awarded that prize.

Our runway rehab is complete with the exception of two amendments and a third issue that we'll probably address in the spring. We did a 3-inch mill and fill, and then we built the haul road. That's going to be where the firefighters will stage for fire season next year. Two things remaining:

The county wants us to put a culvert on Gate 44. That's where the vehicles and fuel tankers will be accessing the haul road to meet with the helicopters. That won't be completed until the spring. We're putting in a pond where the snow can be separated so that the city can store snow in our haul road area. The FAA and CDOT approved it and are paying for it; 90% FAA, 5% CDOT and 5% city. That's about \$89,000 with final quotes coming in. Jake and his team came in under budget, and that made it much more appealing for the FAA and CDOT to step in and cover the pond. The FAA also recognized that they had approved the millings pile and the area should be filtered. The Airport will have an "in kind" contract with the Streets Department and they will help us maintain the haul road and eventually help us pave it. We hope to have EMS permanently stationed in that area.

We're in the design process for the Airport Terminal Area project. Jake is taking the lead on that from Garver. We're working with the City Planning Department through the approval process, and then we will look forward to breaking ground next summer.

The ADS-B tower is going in; it should be done in the month of December. That's when we have our large generator that will backup our runway lighting.

The RFP for hangar development is on the street. Proposals are due on January 18.

I've been working on hangar ground leases since I arrived here; that's been over six years now. I did get an initial draft of the leases out. We're working on three leases: One is the hangar lease for new development. That's in pretty good shape; a draft was released with the RFP.

The next one is for hangars with ground leases that are expiring. We're trying to come up with a renewal option. A lot of airports are struggling with this because they have 30-40-year leases, and all of these airports are getting to be 30-40 years old. There's really no precedent out there. We are exploring the option of renewing the hangar leases because the city appears not to be interested in wanting to be a property manager for them, maintaining them, and everything that goes along with that. The FAA Grant Assurances require that what you do for one hangar tenant, you have to do for all. It has to be fair and equitable. The third lease is for buildings that are other than hangars. We have a shed and a couple of trailers, and we need to have leases in place for those. I will be getting those in front of City Council in the coming months, as soon as we do the research and get all the feedback. We had an initial meeting with the tenants and got feedback from them. It was a good meeting. We've taken that feedback and now we're doing more research. I plan to put a second draft out after the 1st of the year. Then, we'll meet with the tenants again.

Fischer: Is it likely that the same lessees will take the renewed leases?

Fain: Likely. They would have the option. If they choose not to, the hangar would revert to the City. We have a waitlist of 58 pilots that want to be on the field.

Crew:

We have an updated photo of the Airport Team on the last page of my Manager's Report. I have five full-time and three part-time folks. Cooper is our new airport dog!

Liman: I think this body as the Airport Commission could very well have served as an appropriate place to take that lease information when you put it together. You characterize the reaction of the lessees and people who are renting and renewing leases as being hunky-dory and working out very nicely, and the fact is that there was a lot of excitement and a lot of people that

were upset, including me, about the terms of the lease renewals. I think that could have been avoided if you and Kevin would use this body as a place to take things that are in the works and proposed to be done. There's no doubt in my mind that if we had taken a look at the terms of the lease renewals, we could have anticipated that there would be some very unhappy people about the way this thing was proposed.

Kevin, you had a proposal for ground lease and hangar development, and that also was kind of a done deal before the Airport Commission had seen it. I think this is a useful group. We don't want to tell you how to run your airports, but we are an advisory group, and we're not doing that job; we're kind of being reactionary, if anything.

Booth thought the Commission was aware that he was putting together a proposal along with Mead & Hunt. He did not believe it was the purview of the YVAC to review draft RFPs.

Rudasics: The question is how far in the weeds you want to go. I certainly understood what the project was. But I wouldn't personally want to review lease terms unless I anticipated some drama with it. So, if you do feel like this is questionable, maybe it's worth putting together a slide on key concepts and what people may push back on.

Fain: My thought process was to get the draft out to the tenants who were impacted to get feedback, and that's what we did. I got feedback that they don't want to use the assessed value but something else for the renewal fee. At the beginning of the meeting with the tenants, the Public Works Director said: We heard your feedback; we're going to move to a price per square foot instead of the assessed value. He told every tenant there we don't desire to take your hangars with this reversionary clause, which I thought was a great message. I would say 50% of the meeting had to do with the county taxes that are assessed to the tenants, which the City can't do anything about. I'm happy to give you a copy of the second draft when it comes out, but I'm more concerned about what the tenants are going to say than feedback from the Commission.

Liman: It wasn't my intent to put the airport managers on the defensive; my intent was to have this group be a resource for looking at stuff.

The lease with Atlantic Aviation is one that I've looked at subsequent to it being signed. I understand how that was put together. But at the same time, that lease has some issues on it especially having to do with the prices that are being charged out there that have been very controversial with the general aviation community. That is something that I think your airport could have averted by having more control over what's being done out there by Atlantic.

Booth: There's nothing in the lease that talks about what they charge for a gallon of gas or their services.

Liman: I know that. I'm saying there's a controversy about what they charge for a gallon of gas and for services. In particular, I talked to the AOPA about what was going on at Hayden, and this also compared to what was going on at Aspen and Rifle. The people who handle that issue at AOPA say Hayden is on the list of the few airports in the country where some of the fees are considered pretty outlandish.

I know that there's been an arrangement made where if you miss at Steamboat, they're very wonderful about letting folks come in and out of there with minimal charges. But there's another piece where people are flying planes in and out of there and saying, why isn't there more control and some ability to regulate the monopoly of an FBO -- it's not really a monopoly, but it's a single provider -- and then be pretty well hosed when you're going in there. That's the kind of

thing I'm talking about. So, it might be a good idea at least to know what you're thinking is when these things come down the pike. If we're not advisory, then what are we?

Fain: I put an update on the status of these leases in my report every time, so if someone wants a copy of the draft, let me know.

Birch: Kevin, if you're game for it, this minimum standards exercise that you're going through would probably be a really good one because it's not legal in any way; it's just a guideline for your airport. Maybe if you wanted to distribute early drafts of that exercise, I think that would address Les' concerns on that.

Booth agreed.

Redmond reminded that the Commission is indeed advisory and that any decisions regarding SBS will go through Steamboat Springs City Council, and any decision regarding HDN will go through the Routt County Board of Commissioners. He cautioned against hurt feelings if the decision-making bodies don't take the advice of the YVAC.

Fain reported that she had sent drafts to the City Attorney and to the Director of Public Works.

Redmond: As a private businessman, wouldn't you find it chilling for someone to tell you what you can charge for things?

Liman: I would, and I am a private businessman. This is not a private business here at the airport.

Redmond: The airport is not a private business, but Atlantic is.

Liman: But when you grant a single provider access to a tremendous asset like the Yampa Valley Airport, so someone comes in there and doesn't really have a choice of whether they want to go down the street and pay a nickel less, that's a different situation.

Fain confirmed that another FBO could come into HDN.

Booth said it's common at larger airports.

Fain: I'm allowed to be a monopoly here because the city owns the FBO, and we don't have to allow competition. So, there won't be another FBO at this field as long as the city owns this one. In the case where Kevin leases to Atlantic, he has to allow other competitors.

Booth said there were minimum requirements but noted that there is a location on the ALP for a second FBO and that there is potentially enough space with the development that's moving forward there.

Booth: You've got to look at it and ask if it makes sense. There are plenty of examples out there where people think competition will drive prices down, and then they both go out of business. That's how counties end up running restaurants, gift shops and FBOs. We're 2 out of 3 so far; I don't really want to run the other one.

Rudasics: Does Atlantic Aviation have a broad footprint across most of these?

Booth: Rifle and Aspen are...

Rudasics: So, they're charging different prices here than they are there?

Booth: Yes. They're similar. Tim and I talk about their prices all the time, and we compare with other mountain resort airports. There are things that lead to those prices. I think Atlantic Aviation owns and operates somewhere around 60 FBOs across the nation, so they're one of the largest FBOs in the country. I would guess that their prices vary all over. If you're six miles from a refinery, I would imagine you're getting a better price.

Rudasics: I imagine our labor costs are higher here. I don't know what rent is, but there ought to be some checkup on that to make sure we're not being taken advantage of.

Fain: That's AOPA's role, to go around and try to negotiate with FBOs.

Birch: We had our annual meeting for the HDN Condo Association two weeks ago, and this was brought up. A couple of our members mentioned that it's the highest in Colorado if you do a search on a couple of engines. So, that's one thing. But to your point, Commissioner, we definitely should not try and get into the business of regulating private industry; that's definitely not our purview. However, the problem is that we are all looking at growth and how to grow the airport. As an advisory body, that should be one of our major goals, and when we have a prohibitive cost of fuel, that hinders our growth. So, I feel like it is something we need to look at and work with Tim on and figure out why we are the highest in Colorado. Is there something that we can do as a community board and as a county to try and figure out how to make this economically advantageous for other GA to relocate to Hayden or Steamboat or wherever. To your point, I think there is some burden on us on that.

Asher assured the group that HDN is not the highest-priced in Colorado and asked Birch where he was finding those numbers. He said he could guarantee that Rifle, Aspen, and Montrose are currently more expensive than Hayden.

Asher: Every week since I've been with the company, all those FBOs have always been higher than we have.

Birch: I think that was 100 Low Lead. Are you talking Jet A or higher Low Lead?

Asher: Both. I know Aspen did just decrease their Low Lead, and we followed suit. So, we're hardly making any money off 100 Low Lead because we're so low.

Birch: One of our members was doing a search right there during the meeting. That was on November 22, and whatever he was using – I'll figure out what that was.

Mashaw: The beauty of capitalism is, it's self correcting at some point. If the fuel is so expensive, and people fuel up elsewhere, it can correct itself to some degree.

Birch: Kevin loses money every time someone does go somewhere else. As an enterprise zone, we need to make sure that we're enabling Kevin with the tools. If he loses 5 cents a gallon because I fill up my plane at Albuquerque, he's losing money every time I do that. So, I hear you, but it also affects us.

Mashaw: I agree with that, but if that can't be embodied in the lease term agreements, I'm not sure what one can do.

Booth: It's not just a matter of how much they charge for fuel; there's a minimum fuel purchase requirement; there's a landing fee, security fee, a half dozen different fees that can weigh in on what you're doing.

2. HDN COVID-19/Airport/Capital/Infrastructure Update

Kevin Booth:

Our winter flight season starts next Thursday, which means we've been busy getting ready. Staffing is better than it was last year in most areas, food services especially. Janitorial is good; security is good. Where we're struggling is in our Operations, Safety and Security, and Aircraft Rescue and Fire Fighting (ARFF), which is concerning. These are the guys that are in our ops center. The FAA mandates that we have a fire fighter on duty at any time during the commercial aircraft flying window. For us, that's 6 a.m. until 9 or 10 p.m. So, we can't do that with one person a day. The reason we're hurting is that we've had three resignations in the last six months. You can't generally turn out a new firefighter that quickly, but we've figured out how to do it. We've sent three folks to a week-long course in Ontario, California, where they get certified. Now, they come back, operate the truck, meet the FAA minimum requirements. But I can't create an ops center worker in less than six months. This is the person that's taking in all the data, talking to all the airplanes and all the snow removal operators on the airfield. It just takes doing it. If I was hiring air traffic controllers, I could probably spin them up more quickly, but no former air traffic controllers are applying for the job.

Fain wondered why all three resigned.

Booth: They're all different reasons: one changed jobs within the County; one changed jobs because of the price of fuel, (he lived on the other side of Craig and felt like he wanted to work in Craig and not commute); the last one decided he wanted to sell his house while the real estate market was at its peak.

Redmond asked if it cost about \$10,000 to train for those positions; Booth said easily.

Booth: Chris Nichols volunteered to do more hours for us. We would really be in a world of hurt if Chris Olson and Chris Nichols didn't step up and fill more slots. We sent Colin Walt, our OSS superintendent, to ARFF training, so he's now qualified and has been pulling shifts in the ops center. So, we're making do. We hired one of Tim's guys on a part-time basis from the FBO, and he's a quick study as well.

We also had a couple of resignations on the maintenance landside and the airside. The airside folks are the guys that are keeping our runways safe. Those really hurt because you're training them on specialized equipment. All of them had been through multiple winters. One got poached by the FAA, and he was one of our weather observers. The guy who sold his house was our other weather observer, so we're back to zero weather observers. So, if our AWOS goes down, we would need to cancel commercial flights this winter. There's nothing I can do about that.

Redmond confirmed that this is a really tough test to pass.

Booth said they would be trying to get more people trained next spring but noted that only two out of six passed last time, with one doing so after going through the training twice.

Fischer confirmed that airline people do not have that training/certification.

Booth: Our equipment is good. We have a brand new broom for a fleet of three that are all the same. We just signed a contract for the manufacturer to build us a deice trailer, but we won't have it for this season.

Training wise, we had a really good turnout yesterday -- 50-60 people, so the best turnout since I've been here. We heard about the air program, Full Steam Ahead, (which is important because we answer a lot of those questions all winter when our customers come in,) and a really good presentation from the Sheriff's Office around de-escalation. That's something we identified last year. We've already had people say they want to attend the next session.

Fischer agreed that it was very beneficial.

Booth: We reviewed our snow and ice procedures, de-icing with our new de-ice pads. We reviewed radio calls and all those things you need to review right before the kickoff. The week prior we did a 2-day training session for all our fire fighters. I presented to a 1-day session with our maintenance folks a couple weeks earlier. We have two people going to California this weekend for fire fighter training. We're also sending our airport security coordinator to a week-long AAAE security conference in DC. That's going to get her even more attuned to what the big airports are doing. We have all the same requirements that they do, so I think that's going to be a good investment in her future.

TSA was out visiting us today. They gave us about 45 minutes on what they're looking at when they come out and inspect. This was our primary inspector from Grand Junction. She brought up the assistant federal security director from Denver. He had some really good reminders.

Last week we published a new irregular ops manual, which we coordinated with all of our tenants. Now, if things go south, we have a playbook. We had that, but it wasn't in writing.

Project Updates:

We rehabilitated Piper Lane on the airport's west side and then paved it. We have 3 inches of asphalt on it; we'll put another 2 inches on it this spring. That project is wrapped up until the spring, and that's essentially all we have left to do.

On that same road, we're building a carwash, but we can't put it up until we finish the slab for it. We've done all the foundation work. They're finishing the backfill now. As soon as the weather gives us a little bit of a break, we'll get that slab in, then after it cures for a bit they'll erect the building. The superintendent who will be putting it up is not at all concerned about the weather. Erection is expected to take 4-5 weeks. They have a 20-25 knot wind limit until they get the fabric over the top and stretched. February is realistic completion date for the building.

The new terminal boilers are operating normally.

We did an evaporation test on our new glycol pond and detected leak. Animals had punctured the liner, and it wasn't caught before they filled it for the test. So, United drained the pond and

repaired the punctures, filled it again to retest, and then winter hit, so we can't do the evaporation test until spring. So, deice pad 1, 2 and 3 are operational, but deice pad 4 is not. Deice pad 4 is sized for a regional jet only and located on the west side of our commercial apron, and it will be non-operational all winter. We're still better than we were last year, but we're not where I wanted. Disappointing, but we'll work around it.

Public Outreach:

Booth: Every quarter the Chamber asks me to come and brief them, so I briefed them this morning. I thought it was well received.

Earlier this week, I sat down with Robert Yazbeck of Team Yazbeck Realty; they invited me in to do a podcast, so we did that. I got to talk all about where we've been, where we're going, what we're looking at for the coming season, which was their main interest. Robert posts the podcast on his website and shares that with all his clientele. We'll get a copy tomorrow to post on our website.

Booth: Last week, I did a Terminal Area Plan (TAP) presentation to a joint meeting of County Commissioners and the Hayden Town Council. I thought it was well received, and the newspaper was there to write an article, which appeared Monday. I think we're doing really well on the TAP. Lauren is leading that charge, and we're in contact all the time. We have a group of advisors; Larry is on the Study Committee. We're meeting again in February, and we're starting public meetings. There were some negative comments about why we're building more; we're just bringing more people into the Valley. But for the most part, people are very interested and very supportive of improving and expanding the terminal. I'm very pleased with the progress we've made there. We'll wrap that up in June. The FAA and the State are going to be big partners in this, so we'll present to them and then go into design phase.

Booth: Stacie and I presented to the Noon Rotary Club since we last met. I thought we had some good questions. It's a good way to get the word out. It was well attended, I would say.

Rudasics said there were 65-75 people.

Fain and Booth said they received compliments on the presentation.

Booth: Myself and all three owners of our shuttle bus companies got together and attended the recent Steamboat Springs Lodging Association meeting. They're very interested in what we've done to try to solve the ground transportation problems we had last year. Every one of the shuttle bus company owners said they've added capacity; they've added vehicles; they've added drivers. Two of the three are now signed up to do walkups, so I think we're in much better shape than we were last season. We're starting a little bit slower this season, which is good. So, we'll have a chance to let the new shuttle bus company prove themselves and see how that works, and then we'll hit full speed February 3 when Jet Blue starts daily flights.

We're still working with Saddleback Ranch hoping to get them under contract as a secondary ground transportation provider. They have some reservations, so I can't guarantee you that they're going to sign on, but I'm hopeful. We may not need it, but I'd like to have it there as an insurance policy. As we mentioned before, I've got three drivers on my staff now.

Rudasics asked if Booth was confident that Steamboat Express would have more drivers; Booth said he was as confident as he could be given that he was told so by the owner. He said he was

told that if there is an overall shortfall of drivers, they will prioritize Steamboat as they are the company's biggest operation.

Booth: We did our pre-design meeting with the FAA on November 10, looking at our taxiway A project. They had some significant inputs for us. This is our biggest project coming up in 2024 (with planning in 2023); a rehabilitation of our 10,000-foot taxiway and more things. They gave us the bad news that we can't add the planned paved shoulders because we essentially have a wider taxiway than we need based on current commercial aircraft types. They still have funding for us, so we're going to determine how to smartly use that and hopefully still get new taxiway lighting, which we need, and maybe we'll rehab the taxiway pavement. We had previously written off the mill and overlay that Stacie did here. We evaluated the pavement and felt like maybe we could put that off a little bit, and that would allow us to pay for these shoulders, lights, the blast pad, and a new A2 connector. Now that we can't do the shoulders, we may have the money to do the overlay. We're kind of back to the drawing board, and we need to move fairly quickly because we need to start design here shortly.

Booth reported that he was invited to present at the CoWest (parent company of Steamboat Express,) corporate retreat at the Grand. His 30-minute presentation went over well, and he was able to meet people throughout the company, including the local manager, who the company brought to Steamboat from Mammoth.

He expressed optimism that the Steamboat Express operation at the airport will be much better run this season.

Booth noted that although the new TSA bag scanners are more accurate, they are 20% slower than the prior models. So, while the throughput will be slower, there should be fewer false positives. People will not need to remove their laptops. Booth reported that the TSA will have 30 officers for the season, which is more than ever before.

Mashaw: On the first page of your report, you indicate the Runway 10-28 is going to have maintenance bids early in the year. When do you expect that work, and will that work require any closure of the runway?

Booth: That will be off-hour and temperature-dependent. Jeremy tells me we're probably going to do that in August. So, no closures; nighttime work; it's just sealcoat.

3. Air Service Update

Janet Fischer:

It's our second winter with 6 airlines and 16 nonstops.

Instead of Houston, which we just had a couple Saturdays, Southwest is flying from Nashville. We never had Nashville on Saturdays.

We have a nonstop from all seven of United's domestic hubs; I think we're the only mountain airport that has all seven nonstops.

Our capacity this season looks to be flat with last season, rather than down 3-4% as I predicted at the October meeting. There were some changes in aircraft type and frequencies. So, about 202,000 arriving seats for the whole ski season period. Southwest continues to be a game-changer, so we work hard to keep them.

United have pluses and minuses in capacity. Two of the Denver daily mainline aircraft were increased from an A319 to a 737; that was like 80 seats a day. With Houston and Los Angeles daily, there were some frequency and aircraft trims, so a little bit less from both those markets this year. Same with American. The big minus was no Chicago service for the first time in like 35 years, but we do have Chicago with United. At the same time, American added some seats on their DFW. They have two dailies, and the second one had a 6-week period without flights; now it's just 3 weeks.

Jet Blue was consolidated into just February and March, so the same number of total operations but consolidated. Boston is four times per week and Fort Lauderdale three.

The big flights are starting up next Thursday.

Fischer showed total bookings and biggest booking days as of December 6.

Fischer: This holiday startup is a little bit lighter than last season in passengers. I think any kind of resort/travel product has noticed that the holiday/school vacations – because Christmas is on a Sunday, all the school vacations start there instead of the week before. So, it changed a lot of the travel patterns.

Booth: I was told by the Lodging Association that they're seeing phenomenal bookings in March and slower bookings in December.

Fischer: That's exactly what the flights are showing, too; March is up a double-digit percentage as of now. All the other months are off; December is the one that's off notably.

Mashaw: The first 22 days of December are slow, not only against last year but pre-pandemic. We've got really good snow, but maybe we're just less reliant on drive traffic now. It really picks up starting on the 20th. It doesn't necessarily seem to be rate based; it's just slow getting out. You can really see the shift from the 1st to the 7th of January. There's a lot of people that maybe in previous years were the 16th to the 23rd of December.

Fischer: That holiday period puts you right through January 7th this year; it's usually like Jan 2 and 3 depending how the calendar falls.

Total spend average per person last year was \$1,565. Last time we had that number was 2015-16, and it was \$1,340. That's total spend in the community. The people who fly into HDN rather than renting a car from Denver spend more here. They stay longer. Typically, they have a higher household income and rate a higher net promoter score.

United has some flights right on top of each other. We try to work with the airlines to spread flights. Southwest is the perfect example of what we want; they use one gate and turn up to five mainline aircraft in a day on Saturday.

Booth: They came down on their ground handler, G2, and said you need to turn these planes faster. I think Jet Blue, Delta and American all benefited from that.

Birch pointed out that between 11:00 and 1:00 on a Saturday in February, there will be four 737s at 149 passengers along with two A319s, which he thought would be a challenge with the slower bag scanners.

Fischer: It's actually a little more spread than the prior year. You have two fewer mainline around mid-day.

Booth: Minneapolis and Atlanta used to be on top of each other, but Delta spaced that out.

Fischer: For April-November 2022, we were about +6% in passengers for that whole period, yet we had 4% fewer seats. So, our load factor jumped from 62% to 68%. April and May are the lowest performers.

Next summer: Southwest is already loaded with their daily Denver through July 10. The fact that it's already there is positive. SSRC and the local marketing district have a budget allowance and a plan approved by the city to pursue a third product for next summer, either a third airline or a nonstop on one of our existing carriers.

Booth: The subcontractor that Lauren had came to us and nominated some cities that they said looked like good targets. Austin, Houston, Dallas, and a couple more, one of which was Phoenix.

Fischer: What seems like it could be reasonable would be Dallas American, maybe Delta Atlanta, or United Houston.

We just did a big November marketing campaign for air in the last two weeks of November. We did a specific planned advertising purchase for each airline in obvious cities for that airline. At the same time, we did an email campaign for all six airlines in their nonstop cities. We did get special fares to go with this campaign, and we definitely saw a big uptick in our bookings. November is one of our biggest flight booking months; the next big surge is January.

Mashaw: We might see a spike in bookings during the remaining two weeks in December because guests will be aware that if they make the reservation between now and December 31, they will not be subject to the 9% tax that they will on short-term rentals if they make the reservation January 1 or later.

4. Atlantic Aviation Update

None.

V. REPORTS FROM YVAC COMMITTEES

1. Community Outreach and Marketing

None beyond Kevin's report.

Fischer suggested people check out <http://steamboat.com/steamboatway> To see the current marketing campaign that incorporates western hospitality/genuine/friendly themes with riding horses and skiing.

Fischer played some of the video from the site.

Members of this committee include: Robin, Rob, Janet, Randy, Chris, Kevin, and Stacie.

2. Infrastructure and Finance

None

Members of this committee include: Tim, Larry, Les, Steve, Stacie, and Kevin.

VI. MANAGERS' REPORTS – provided via email

1. Yampa Valley Regional Airport

No questions.

2. Steamboat Springs Airport

No questions.

VII. SET DATE FOR NEXT MEETING

The next meeting will be February 9 at Yampa Valley Airport.

VIII. PRELIMINARY AGENDA ITEMS FOR THE FEBRUARY YVAC MEETING

IX. ADJOURN MEETING

The YVAC meeting was adjourned at approximately 7:30 p.m.

Minutes Approved: ^{February 9th} ~~December 8th~~, 2022
KAB

By: Tim Redmond
Tim Redmond, Chairman
Yampa Valley Airport Commission

