

MINUTES OF THE CITY OF WICHITA
WICHITA AIRPORT ADVISORY BOARD

Monday, January 7, 2019

Present: Robert Benton, Tim Bonnell, Paul Davis, David Eslinger, Charles Fletcher (Vice Chairman), Randy Frazer, Dwight Greenlee, John Hennessy, Jr., Dr. Thom Rosenberg, Ron Ryan (Chairman), Brent Wooten

Airport Staff: Victor White, Director; Brad Christopher, Assistant Director; John Oswald, Engineering and Planning Manager; Valerie Wise, Air Service and Marketing Manager, Traci Nichols, Properties and Contracts Manager; Jordan Leonard, Clerk; Kriscia Palacios, Clerk.

City Staff: Jay Hinkel, Deputy City Attorney

Guests: Mark Williams, Garver Aviation Business Team Leader

Chairman Ryan called the meeting to order at 3:01 p.m. and asked if anyone was present to speak on the public agenda. No one came forward to speak.

Approval of Minutes

Motion by Chairman Ryan and second by Mr. Bonnell to approve the minutes of the January 7, 2019 Wichita Airport Advisory Board meeting (WAAB). Motion carried unanimously.

Director's Report – Victor White:

Passenger traffic numbers for November 2018 are in: this was the highest passenger traffic month ever for a November, approximately 145,000 passengers flew to and from Wichita, which is a 5% increase from last year. Year to date, about a million and a half passengers over the last 11 months. Part of the reason for this is the new nonstop service to Denver on Frontier. Also, United Airlines has added bigger airplanes with more seats, and lowered their fares to Denver in competition with Frontier. Alaska and Allegiant Airlines both had a peak in sales in November as well.

In comparison to last year, retail concessions and food & beverage sales are up 12%, rental car sales are up 14%, parking revenue was also up 11% and cargo activity was up 7% for the year. Aviation fuel at Eisenhower Airport was up 14%, however, Jabara was down 4%.

Eisenhower Airport received a Certificate of Appreciation from the Experimental Aircraft Association for our support in the Young Eagles Pilots Program last year.

T-Mobile has launched full service of the first distributed antenna system in the terminal. The service is strong with enough signal throughout all parts of the terminal, parking garage, and rental car center.

Eisenhower Airport was featured on *stuckattheairport.com*, an electronic newsletter and e-mail blog, and also Arts In The Airport social media site. The January issue has a great article about the Airport's aviation history displays.

Doc open house and cutting of the ribbon is scheduled for January 26, 2019, from 9am - 6pm.

The Annual Wichita Aeroclub Gala will be held on January 26, 2019; Jack Pelton will be presented with the 2018 WAC Trophy.

The Airport has six vacant buildings currently on the market. Our new Real Estate broker (NAI Martens) has been very active in getting these buildings noticed by working with Traci in preparing brochures, and posting on real estate websites both locally and regionally.

Our potential new tenant, Air Capital Packaging will be occupying 1935 Midfield Road in the near future. Negotiations regarding the lease are being finalized and will be presented to the City Council for lease approval on January 8th. Air Capital Packaging will sign a one-year lease with four one-year options to extend.

On January 8, 2019, Councilman Clendenin is bringing representatives from several neighborhood associations to Eisenhower Airport for a briefing from airport staff and getting a tour of the terminal.

Regarding the partial Government shutdown and TSA agents: Eisenhower Airport has received about five call-offs from TSA agents this week. Although we have not experienced a significant number of call-offs, we are still recommending passengers arrive for their flight earlier than normal.

Valerie Wise, Air Service and Marketing Manager, gave a presentation about the I Fly Wichita economic development initiative, which focuses on air service, such as, affordable air fares and non-stop destinations, which are key factors for corporate travel. Eisenhower Airport is partnering with Wichita Chamber, REAP, SKEDD, the Greater Wichita Partnership, , Visit Wichita, City of Wichita, Sedgwick County, City of Newton, and Butler County.

On Wednesday January 23, 2019 at the Drury Plaza Hotel at 7:30am, there will be a Sunrise Scrambler breakfast panel discussion to launch the I Fly Wichita initiative. This event is open to everyone and will discuss the challenges in the industry at this time.

Furthermore, Valerie Wise discussed some of the challenges in the industry: pilot shortage, and air service to smaller communities. About 42% of pilots will retire by year 2026. Resulting in about 16,000 unfilled pilot positions in 2020. Some of the factors keeping interested individuals from pursuing this, is the cost of school, the minimum 1500 hour requirement, and reduced airline service. Currently, Eisenhower Airport has four domestic airlines that carry 80% of our passengers: American Airlines, Delta Airlines, Southwest Airlines, and United Airlines.

The demolition project for the old terminal is scheduled to begin the week of January 21st, and is expected to be completed by the middle of June this year.

A documentary on the old terminal is in the works, and the City of Wichita is putting together several videos and interviews of employees and directors who previously worked in the old terminal. The documentary will be ready by the time demolition starts.

Project Updates

John Oswald presented a few key items, starting with the enhancement to the T-Mobile service in the terminal and parking facilities. After working on it for over 3 ½ years with a consultant from St. Louis to help with the solicitation process. We expect a high revenue stream during the exclusive ten-year agreement.

The two escalators in the terminal have been factory recalled by Kone, the manufacturer, due to a design defect. The elevators are still operating well. The escalators are covered under warranty and should be replaced within a week.

Study is underway now for our Fuel Farm facility. It has been over eight years since it's been worked on. We hired a consultant from Los Angeles who specializes in Fuel Farms in the country, and are pleased with his thoroughness and attention to detail. Will begin negotiations to start construction later this year.

Still negotiating with the Customs Border Protection regional office to upgrade facility. Looking at hiring an architect this spring. A design contract will most likely be in place by this summer.

Other Business.

The next WAAB meeting will be Monday, February 4, 2019 at 3:00 p.m.

Motion to adjourn at 3:56 p.m. by Mr. Ryan, 2nd by Mr. Davis.

Kriscia Palacios, Clerk