

AGENDA
Chippewa Valley Regional Airport Commission
Friday, February 15, 2019, 7:30 a.m.
Duax Commission Room
3800 Starr Avenue, Eau Claire, WI

1. **Call To Order**
2. **Confirmation of Meeting Notice**
3. **Roll Call - Voice**
4. **Approval of Minutes**
 - a. **January 18, 2019 Regular Commission Meeting**
 1. **Discussion/Action**
5. **CVRA Finance and Activity Reports**
 - a. **Expense Vouchers and Financial Report**
 1. **Discussion/Action**
 - b. **Key Indicators:**
 - **Airline Operations**
 - **Car Rental Operations**
 - **Tower Operations**
 1. **Discussion/Action**
 - c. **Hangar Occupancy**
 1. **Discussion/Action**
6. **Public Comment Period - (Maximum 2 minutes per person)**
7. **Operational Matters**
 - a. **Airport Operations Report**
 - **Airport Community Outreach**
 1. **Discussion/Action**
 - b. **Airport Strategic Plan Update/Review**
 - **Operational Review**
 1. **Discussion/Action**
8. **Previous Business: None.**
9. **New Business:**
 - a. **WAMA Legislative Day**
 1. **Discussion/Action**
 - b. **Air Service Development Discussion**
 1. **Discussion/Action**

10. Discuss Future Agenda Items

11. Set Future Meeting Dates and Times

12. Adjournment

PLEASE NOTE: Upon reasonable notice, efforts will be made to accommodate the needs of individuals with disabilities through sign language, interpreters or other auxiliary aids. For additional information or to request the service, contact the County ADA Coordinator at 839-4710, (FAX) 839-1669 or 839-4735, tty: use Relay (711) or by writing to the ADA Coordinator, Human Resources, Eau Claire County Courthouse, 721 Oxford Avenue, Eau Claire, WI 54703.

MINUTES

Chippewa Valley Regional Airport Commission
Friday, January 18, 2019, 7:30 am
Airport Commission Room
3800 Starr Avenue, Eau Claire, WI

MEMBERS PRESENT: Commissioners Rick Bowe, Scott Francis, Bill Hilgedick, Chuck Hull, Tim Keyes, Bert Moritz and Barry Wells

MEMBERS ABSENT: None

OTHERS PRESENT: Tim Molepske and Jeff Olson – Chippewa Valley Airshow, Amy Michels-Mead & Hunt, Charity Zich-Airport Director, Todd Norrell-Maintenance Supervisor and Erin Switzer-Administrative Associate

1. **Call to Order:** Chair Bill Hilgedick called the meeting to order at 7:30 am.
2. **Confirmation of Meeting Notice:** The meeting was noticed.
3. **Roll Call:** Commissioners Rick Bowe, Scott Francis, Bill Hilgedick, Chuck Hull, Tim Keyes, Bert Moritz and Barry Wells were present.
4. **Approval of Minutes**
 - a. **December 21, 2018 Regular Commission Meeting:**
 On a motion by Com. Bowe, seconded by Com. Keyes, the minutes of the December 21, 2018 meeting were approved as submitted.
(Ayes 7-Nayes 0)
5. **CVRA Finance and Activity Reports**
 - a. **Expense Vouchers, Credit Card Charges and Financial Report**
 On a motion by Com. Bowe, seconded by Com. Wells, the expense vouchers were approved as submitted.
(Ayes 7-Nayes 0)
 - b. **Key Indicators**
 - **Airline Operations**
 Total airline passengers are up for the month and for the year.
 - **Car Rental Operations**
 Car Rental Operations are up for the year. December numbers were not available for the meeting.
 - **Tower Operations**
 Tower Operations are up for the month and for the year.
 - c. **Hangar Occupancy**
 There are nine T-hangars available in the north hangar area and one T-hangar available in the south hangar area.

6. Public Comment Period: None

7. Operational Matters

a. Airport Operations Report

- The Airport Director noted that the LED light fixture replacement for the unsecured seating area was nearly completed. Maintenance found that many of the fixtures could be eliminated since the new ones were so much brighter and more efficient.
- Airport Community Outreach: The Airport Director updated Commissioners on the airport community outreach opportunities year to date.

b. Airport Strategic Plan Update/Review: None

c. Project Summary

- AIP 43 RWY 14/32 Rehabilitation: Work will begin in the Spring.
- AIP 44 RWY 4/22 and Taxiway A Rehabilitation: The contract is continuing to move forward.

8. Previous Business:

a. Airport Recognition Program 2018 4th Quarter Award

Commissioners selected Missy Isaksson as the Quarter 4 - 2018 Recognition Program recipient based on the following nomination: “We recently had a morning where we had several airline aircraft divert to EAU. Missy came in on her time off and assisted the crew and passengers from both aircraft. She was actually late to her other job so that she could be here to ensure everyone was taken care of.”

b. Airport Website Survey 2018

The Airport Director review the General Aviation and Passenger Survey results and comments from 2018. The GA survey had 46 participants with 88% of responses coming back as Satisfied or Extremely Satisfied. The Passenger survey had 13 participants with 85% of responses coming back as Satisfied or Extremely Satisfied. It was suggested that we print out more Survey business cards for people to get when they check in at the Airline counter in an effort to increase responses.

9. New Business:

a. 2020 Chippewa Valley Airshow Contract

The Airport Director reviewed the 2020 Chippewa Valley Airshow Contract. Tim Molepske noted that 62 non-profit organizations benefited from the 2018 Airshow and they hope to have even more involvement next year. Jeff Olson and Tim noted that although attendance was down around 20,000 spectators over the previous Airshow, they did not believe it was related to the price increase, but instead related to the weather reports leading into Airshow weekend.

On a motion by Com. Francis, seconded by Com. Wells, the Commission approved the 2020 Chippewa Valley Airshow Contract as proposed.

(Ayes 7-Nayes 0)

10. Discuss Future Agenda Items: None

11. Set Future Meeting Dates and Times: The next Regular Commission Meetings are scheduled for February 15th, March 15th and then Monday, April 15th at 11 am.

12. Adjournment:

On a motion by Com. Bowe, seconded by Com. Wells, the meeting was adjourned at 8:41 am.

(Ayes 7-Nayes 0)

Respectfully Submitted,

Scott Francis, Secretary

January Vouchers for approval February 15, 2019

AAAE	Annual Control Tower Association Membership	53510-324	\$1,500.00	
AAAE - Great Lakes Chapter	Annual Membership	53510-324	\$35.00	
Aramark	Uniforms & Towels	53510-298	\$161.50	
Chippewa Concrete Services	Concrete curb & gutter replacement, 66 linear feet	53610-820	\$3,300.00	2018
City of Eau Claire	Q4 Water/Sewer/Stormwater Charges	53610-221	\$10,535.19	2018
City of Eau Claire	Q4 Water/Sewer/Stormwater Charges-ATCT	53615-221	\$231.37	2018
Eau Claire County Highway Dept.	Sand delivery - Labor and equipment	53610-246	\$487.50	2018
Eau Claire County Highway Dept.	Seasonal/Temp hours, D Polden	53610-121	\$89.91	2018
Eau Claire County Highway Dept.	Sand delivery - materials only	53610-246	\$378.40	2018
Fuel Service DJ's Mart	Purchase of (1500) gallons fuel & (5500) gallons diesel	53510-377	\$16,471.00	
iHeart Media	Radio advertising, January (477 spots)	53510-327	\$1,621.00	
National Elevator Inspection Svcs	Annual ATCT Elevator Inspection	53515-248	\$82.96	
New Deal Deicing	(6) New Deal De-Icer 2205 lbs super sacks	53510-246	\$11,809.00	
New Deal Deicing	(11) New Deal De-Icer 2205 lbs super sacks	53510-246	\$20,994.00	
State of Wisconsin - DSPS	Elevator Permit Fee	53515-248	\$50.00	
State of Wisconsin	AIP 41 Local Share	53610-829	\$23,201.26	2018
State of Wisconsin	AIP 42 Local Share	53610-829	\$14,418.11	2018
Verizon	Cell phones - Maint. Supervisor/Seas/Fire, December	53610-225	\$50.23	2018
Verizon	Cell phones - Maint. Supervisor/Seas/Fire, January	53510-225	\$55.28	
Xcel Energy	Terminal Gas/Electric - January	53510-222/224	\$14,727.93	
Xcel Energy	ATC Gas/Electric - January	53515-222/224	\$1,721.23	
	TOTAL		\$121,920.87	

ITALICIZED items = Tower Expenses

December Credit Card Charges

EAU CLAIRE CHAMBER OF COM	Marketing	53610-327	50.00	2018
VIKING ELEC - EAU CLAIRE	LED lights for unsecured seating	53610-248	3198.00	2018
GREATER MENOMONIE AREA CH	Membership	53510-324	297.00	
WISCONSIN AIRPORT MANAGEM	Membership	53510-324	850.00	
AAAE	Digicast	53510-340	1254.00	
CHIPPEWA FALLS AREA CHAMB	CF Guide - Marketing	53510-327	350.00	
WISCONSIN AIRPORT MANAGEM	Conference	53510-340	99.00	
ADVANCE MEDIA NEW YORK	12/18 Marketing	53610-327	2750.00	2018
SAMS CLUB #8185	Marketing	53510-327	184.46	
ADVANCED DISPOSAL ONLINE	Annual refuse services	53510-297	1254.00	
SKIDATA INC	Parking system tickets	53510-246	561.00	
UPS *00000579824498	Shipping	53610-311	10.01	2018
GOLD CROSS ANSWERING SERV	Telephone	53610-225	57.78	2018
HANGAR 54 GRILL	Marketing	53610-327	25.00	2018
PER MAR SECURITY	ATCT_bldg	53515-248	150.36	
DIGICOPY	Marketing	53510-327	125.50	
STAPLES	Office Supplies	53510-310	53.66	
KI	Building	53510-248	83.50	
DALCO ENTERPRISES	Building	53510-248	125.63	
ROTO-ROOTER	Sewer line clearing	53610-248	700.00	2018
GOODIN COMPANY	ATCT_bldg	53615-248	51.32	2018
GENESIS LAMP CORP	Grounds	53610-246	123.25	2018
MENARDS EAU CLAIRE WEST	Building	53610-248	34.51	2018
PIERCE MFG	Vehicles	53610-241	129.29	2018
WWW.FACEBOOK.COM	DISPUTED CHARGE	53610-327	239.48	2018
GOODIN COMPANY	Building	53610-248	2.60	2018
CUMMINS INC	ATCT generator repairs	53615-248	505.38	2018
BLUEGLOBES LLC	Grounds	53610-246	138.65	2018
DS ELECTRIC - CED	FBO_TrkHgr	53610-248	1556.00	2018
BOBCAT PLUS - CHIPPEWA F	ToolCatRep	53610-241	700.51	2018
WERNER ELECTRIC	Building	53510-248	106.25	
PAYPAL *COLDPARTSIN	Building	53510-248	62.41	
MENARDS EAU CLAIRE WEST	Building	53510-248	51.78	
LA FORCE INC	HgrDrRepl	53610-248	1277.57	2018
STANDARD SIGNS INC	Grounds	53510-246	184.95	
OREILLY AUTO #1774	Vehicles	53510-241	4.22	
OREILLY AUTO #1774	ATCT_bldg	53515-248	23.97	
MENARDS EAU CLAIRE WEST	Grounds	53510-246	8.97	
MENARDS EAU CLAIRE WEST	Building	53510-248	3.97	
AMZN MKTP US*MB30U0C12	Building	53510-248	200.00	
FARM & FLT CHIPPEWA FLS	Vehicles	53510-241	57.46	
MENARDS EAU CLAIRE WEST	Building	53510-248	95.28	
LAKELAND OVERHEAD DOOR	Building	53610-248	100.50	2018
MENARDS EAU CLAIRE WEST	Grounds	53510-246	33.94	
VIKING ELEC - EAU CLAIRE	Building	53510-248	203.65	
FCX SYSTEMS INC	Building	53510-248	126.00	
	TOTAL		\$18,200.81	

Chippewa Valley Regional Airport

2018 BUDGET COMPARISON Estimated December 31, 2018

#	Item	12 Month Budget 2018	Budget YTD Allocated	Actual as of 12/31/18 (100%)	Variance YTD	Balance Remaining For Year
Income				100.00%		
41110	Contrib From Eau Claire Cty	\$399,030	\$399,030	\$399,030.00	\$0.00	\$0.00
47330	Contrib From Chippewa Cty	\$130,271	\$130,271	\$130,271.00	\$0.00	\$0.00
Sub-Total Tax Revenue		\$529,301	\$529,301.00	\$529,301.00	\$0.00	\$0.00
46340-571	Advertising	\$5,000	\$5,000	\$5,576.99	\$576.99	(\$576.99)
46340-572	Air Terminal	\$112,143	\$112,143	\$112,242.54	\$99.54	(\$99.54)
46340-573	FAA	\$13,440	\$13,440	\$13,440.00	\$0.00	\$0.00
46340-574	FBO	\$125,623	\$125,623	\$128,664.55	\$3,041.55	(\$3,041.55)
43640-575	Fuel Flowage	\$110,869	\$110,869	\$138,317.55	\$27,448.55	(\$27,448.55)
46340-576	Hangars	\$134,952	\$134,952	\$138,834.69	\$3,882.69	(\$3,882.69)
46340-577	Landing	\$44,226	\$44,226	\$53,446.48	\$9,220.48	(\$9,220.48)
43640-578	Parking	\$120,000	\$120,000	\$176,546.82	\$56,546.82	(\$56,546.82)
46340-579	Rental Cars	\$115,000	\$115,000	\$141,140.32	\$26,140.32	(\$26,140.32)
46340-580	Restaurant	\$12,000	\$12,000	\$24,000.00	\$12,000.00	(\$12,000.00)
46340-581	Tie Downs	\$216	\$216	\$216.00	\$0.00	\$0.00
46340-583	Utility Revs	\$6,000	\$6,000	\$9,463.62	\$3,463.62	(\$3,463.62)
46340-584	Land Lease Revs	\$32,550	\$32,550	\$32,954.62	\$404.62	(\$404.62)
46340-586	Vehicle Fuel Reimbursement	\$6,000	\$6,000	\$19,572.82	\$13,572.82	(\$13,572.82)
Sub-Total Operating Revenue		\$838,019	\$838,019.00	\$994,417.00	\$156,398.00	(\$156,398.00)
Sub-Total Taxes and Operating Rev.		\$1,367,320.00	\$1,367,320.00	\$1,523,718.00	\$156,398.00	(\$156,398.00)
46340-601	Other Revenue	\$5,000	\$5,000	\$10,902.53	\$5,902.53	(\$5,902.53)
46340-582	PFC	\$83,410	\$83,410	\$91,870.20	\$8,460.20	(\$8,460.20)
46340-585	Airline Recruit Reimb	\$0	\$0	\$0.00	\$0.00	\$0.00
46340-515	Insurance Refunds	\$0	\$0	\$136,440.78	\$136,440.78	(\$136,440.78)
43619	Airport Grants	\$0	\$0	\$0.00	\$0.00	\$0.00
49210	Transfer Fr. Gen'l Fund	\$0	\$0	\$0.00	\$0.00	\$0.00
49300	Airport/ N/L Funds Applied	\$0	\$0	\$0.00	\$0.00	\$0.00
Sub-Total Other Revenue		\$88,410	\$88,410.00	\$239,213.51	\$150,803.51	(\$150,803.51)
TOTAL INCOME		\$1,455,730	\$1,455,730.00	\$1,762,931.51	\$307,201.51	(\$307,201.51)
Expenses						
53610-111	Salary Perm-Regular	\$330,098	\$330,098	\$333,454.04	\$3,356.04	(\$3,356.04)
-112	Salary Perm-OT	\$12,500	\$12,500	\$9,506.55	(\$2,993.45)	\$2,993.45
-114	Salary-On Call Pay	\$5,200	\$5,200	\$5,100.00	(\$100.00)	\$100.00
-120	Health Ins Incentive	\$1,200	\$1,200	\$1,300.00	\$100.00	(\$100.00)
-121	Salary Temp Regular	\$5,000	\$5,000	\$2,882.96	\$0.00	\$2,117.04
-136	PTO-ELB-Lump Sum Payout	\$0	\$0	\$0.00	\$0.00	\$0.00
-137	Clothing Allowance	\$1,418	\$1,418	\$1,553.93	\$135.93	(\$135.93)
-141	Board & Comm Per Diem	\$4,000	\$4,000	\$4,050.00	\$50.00	(\$50.00)
-142	Cnty Brd & Comm Mile	\$700	\$700	\$725.55	\$25.55	(\$25.55)
-151	Social Security	\$26,989	\$26,989	\$25,662.97	(\$1,326.03)	\$1,326.03
-152	Retirement Emplr Share	\$20,062	\$20,062	\$19,740.67	(\$321.33)	\$321.33
-154	Hos & Health Ins	\$74,743	\$74,743	\$62,902.40	(\$11,840.60)	\$11,840.60
-740	Difference Card Transfers	\$0	\$0	\$8,131.00	\$8,131.00	(\$8,131.00)
-155	Life Insurance	\$72	\$72	\$80.62	\$8.62	(\$8.62)
-158	Unemployment Comp	\$0	\$0	\$0.00	\$0.00	\$0.00
-200	Contract Svcs	\$10,500	\$10,500	\$0.00	(\$10,500.00)	\$10,500.00
-212	Attorney Fees	\$6,000	\$6,000	\$2,238.00	(\$3,762.00)	\$3,762.00
-213	Accounting & Audit	\$4,900	\$4,900	\$5,000.00	\$100.00	(\$100.00)
-221	Water & Sewer	\$50,000	\$50,000	\$47,859.30	(\$2,140.70)	\$2,140.70
-222	Electric	\$95,370	\$95,370	\$93,559.06	(\$1,810.94)	\$1,810.94
-224	Gas & Fuel Oil	\$41,468	\$41,468	\$30,963.87	(\$10,504.13)	\$10,504.13
-225	Telephone & Telegraph	\$4,300	\$4,300	\$4,689.89	\$389.89	(\$389.89)
-227	Dataline/Internet	\$500	\$500	\$15.17	(\$484.83)	\$484.83
-241	Motor Vehicle Maint	\$10,000	\$10,000	\$10,173.00	\$173.00	(\$173.00)
-246	Grounds Maint	\$35,000	\$35,000	\$55,395.58	\$20,395.58	(\$20,395.58)
-248	Building Maint	\$26,500	\$26,500	\$29,853.33	\$3,353.33	(\$3,353.33)
-249	Service on Machines	\$500	\$500	\$0.00	(\$500.00)	\$500.00

#	Item	12 Month Budget 2018	Budget YTD Allocated	Actual as of 12/31/18 (100%)	Variance YTD	Balance Remaining For Year
-297	Refuse Collection	\$1,210	\$1,210	\$1,206.81	(\$3.19)	\$3.19
-298	Laundry Services	\$180	\$180	\$164.00	(\$16.00)	\$16.00
-299	Sundry Contract Services	\$0	\$0	\$250.00	\$0.00	\$0.00
-310	Office Supplies	\$600	\$600	\$359.55	(\$240.45)	\$240.45
-311	Postage and Box Rent	\$700	\$700	\$351.77	(\$348.23)	\$348.23
-313	Printing & Dup	\$700	\$700	\$680.22	(\$19.78)	\$19.78
-320	Ref Materials	\$560	\$560	\$290.48	(\$269.52)	\$269.52
-321	Publish Legal Notices	\$200	\$200	\$60.02	(\$139.98)	\$139.98
-324	Membership Dues	\$4,821	\$4,821	\$3,561.00	(\$1,260.00)	\$1,260.00
-327	Marketing	\$50,000	\$50,000	\$47,598.74	(\$2,401.26)	\$2,401.26
-327-001	Marketing Grant Expense	\$0	\$0	\$0.00	\$0.00	\$0.00
-328	Airline Recruitment	\$15,000	\$15,000	\$1,050.00	(\$13,950.00)	\$13,950.00
-330	Travel Regular	\$0	\$0	\$0.00	\$0.00	\$0.00
-340	Travel-Train & Conf	\$13,000	\$13,000	\$11,824.28	(\$1,175.72)	\$1,175.72
-366	Fire fight supplies	\$4,500	\$4,500	\$0.00	(\$4,500.00)	\$4,500.00
-377	Vehicle Fuel	\$30,000	\$30,000	\$37,392.97	\$7,392.97	(\$7,392.97)
-510	Insurance	\$43,000	\$43,000	\$43,275.29	\$275.29	(\$275.29)
-515	Insurance Claims	\$0	\$0	\$141,440.78	\$141,440.78	(\$141,440.78)
-615	Special Assessment	\$0	\$0	\$0.00	\$0.00	\$0.00
-813	Office Equipment	\$1,500	\$1,500	\$2,400.40	\$900.40	(\$900.40)
Sub-Total Operating Expense		\$932,991.00	\$932,991.00	\$1,046,744.20	\$113,753.20	(\$113,753.20)
53615-200	ATCT Contractual Services-Sta	\$0	\$0	\$0.00	\$0.00	\$0.00
-221	ATCT Water-Sewer-Strmwtr	\$1,030	\$1,030	\$925.48	(\$104.52)	\$104.52
-222	ATCT Electricity	\$15,000	\$15,000	\$14,503.67	(\$496.33)	\$496.33
-224	ATCT Gas & Fuel Oil	\$4,280	\$4,280	\$2,771.28	(\$1,508.72)	\$1,508.72
-225	ATCT Telephone	\$1,500	\$1,500	\$483.79	(\$1,016.21)	\$1,016.21
-248	ATCT Building Maintenance	\$15,000	\$15,000	\$10,058.24	(\$4,941.76)	\$4,941.76
Sub-Total Tower Expense		\$36,810	\$36,810.00	\$28,742.46	(\$8,067.54)	\$8,067.54
53610-810	Capital Equipment	\$96,000	\$96,000	\$15,854.68	(\$80,145.32)	\$80,145.32
-820	Capital Improvement	\$116,000	\$116,000	\$456,181.44	\$340,181.44	(\$340,181.44)
-829	Other Capital Improvement	\$150,000	\$150,000	\$27,432.01	(\$122,567.99)	\$122,567.99
58100-613	Principal/Trust Fund	\$101,690	\$101,690	\$101,690.02	\$0.02	(\$0.02)
58200-613	Interest/Trust Fund	\$22,239	\$22,239	\$22,239.39	\$0.39	(\$0.39)
Sub-Total Capital Expense		\$485,929	\$485,929.00	\$623,397.54	\$137,468.54	(\$137,468.54)
TOTAL EXPENSE		\$1,455,730	\$1,455,730.00	\$1,698,884.20	\$243,154.20	(\$243,154.20)
NET OPERATING INCOME		\$0	\$0	\$64,047.31		(\$64,047.31)
Cash Balance						
	Per 2013 Audit Report	\$687,563				
	Per 2014 Audit Report	\$666,546				
	Per 2015 Audit Report	\$618,157				
	Per 2016 Audit Report	\$945,242				
	Per 2017 Audit Report	\$980,620				
	2018 Estimate	\$1,044,667				

Chippewa Valley Regional Airport

2019 BUDGET COMPARISON Estimated January 31, 2019

#	Item	12 Month Budget 2019	Budget YTD Allocated	Actual as of 1/31/19 (8.33%)	Variance YTD	Balance Remaining For Year
Income				8.33%		
41110	Contrib From Eau Claire Cty	\$399,030	\$33,253	\$33,253.00	\$0.50	\$365,777.00
47330	Contrib From Chippewa Cty	\$130,271	\$10,856	\$65,135.50	\$54,279.58	\$65,135.50
Sub-Total Tax Revenue		\$529,301	\$44,108.42	\$98,388.50	\$54,280.08	\$430,912.50
46340-571	Advertising	\$5,500	\$458	\$4,300.00	\$3,841.67	\$1,200.00
46340-572	Air Terminal	\$113,645	\$9,470	\$7,535.39	(\$1,935.00)	\$106,109.31
46340-573	FAA	\$13,440	\$1,120	\$1,120.00	\$0.00	\$12,320.00
46340-574	FBO	\$126,195	\$10,516	\$10,566.23	\$50.00	\$115,628.58
43640-575	Fuel Flowage	\$114,100	\$9,508	\$12,594.72	\$3,086.39	\$101,505.28
46340-576	Hangars	\$138,169	\$11,514	\$22,654.31	\$11,140.23	\$115,514.69
46340-577	Landing	\$50,651	\$4,221	\$0.00	(\$4,220.92)	\$50,651.00
43640-578	Parking	\$130,000	\$10,833	\$184.83	(\$10,648.50)	\$129,815.17
46340-579	Rental Cars	\$115,000	\$9,583	\$4,362.51	(\$5,220.82)	\$110,637.49
46340-580	Restaurant	\$24,000	\$2,000	\$2,000.00	\$0.00	\$22,000.00
46340-581	Tie Downs	\$216	\$18	\$18.00	\$0.00	\$198.00
46340-583	Utility Revs	\$8,000	\$667	\$0.00	(\$666.67)	\$8,000.00
46340-584	Land Lease Revs	\$33,500	\$2,792	\$746.73	(\$2,044.94)	\$32,753.27
46340-586	Vehicle Fuel Reimbursement	\$10,000	\$833	\$1,859.21	\$1,025.88	\$8,140.79
Sub-Total Operating Revenue		\$882,416	\$73,534.63	\$67,941.93	(\$5,592.70)	\$814,473.58
Sub-Total Taxes and Operating Rev.		\$1,411,716.51	\$117,643.04	\$166,330.43	\$48,687.39	\$1,245,386.08
46340-601	Other Revenue	\$5,000	\$417	\$5.00	(\$411.67)	\$4,995.00
46340-582	PFC	\$83,410	\$6,951	\$0.00	(\$6,950.83)	\$83,410.00
46340-585	Airline Recruit Reimb	\$0	\$0	\$0.00	\$0.00	\$0.00
46340-515	Insurance Refunds	\$0	\$0	\$0.00	\$0.00	\$0.00
43619	Airport Grants	\$0	\$0	\$0.00	\$0.00	\$0.00
49210	Transfer Fr. Gen'l Fund	\$0	\$0	\$0.00	\$0.00	\$0.00
49300	Airport/ N/L Funds Applied	\$0	\$0	\$0.00	\$0.00	\$0.00
Sub-Total Other Revenue		\$88,410	\$7,367.50	\$5.00	(\$7,362.50)	\$88,405.00
TOTAL INCOME		\$1,500,127	\$125,010.54	\$166,335.43	\$41,324.89	\$1,333,791.08
Expenses						
53610-111	Salary Perm-Regular	\$343,286	\$28,607	\$17,815.02	(\$10,792.15)	\$325,470.98
-112	Salary Perm-OT	\$9,000	\$750	\$677.96	(\$72.04)	\$8,322.04
-114	Salary-On Call Pay	\$5,200	\$433	\$200.00	(\$233.33)	\$5,000.00
-120	Health Ins Incentive	\$1,200	\$100	\$0.00	(\$100.00)	\$1,200.00
-121	Salary Temp Regular	\$5,000	\$417	\$0.00	\$0.00	\$5,000.00
-136	PTO-ELB-Lump Sum Payout	\$0	\$0	\$0.00	\$0.00	\$0.00
-137	Clothing Allowance	\$0	\$0	\$0.00	\$0.00	\$0.00
-141	Board & Comm Per Diem	\$4,000	\$333	\$0.00	(\$333.33)	\$4,000.00
-142	Cnty Brd & Comm Mile	\$700	\$58	\$0.00	(\$58.33)	\$700.00
-151	Social Security	\$27,730	\$2,311	\$1,362.16	(\$948.67)	\$26,367.84
-152	Retirement Emplr Share	\$19,566	\$1,631	\$1,036.06	(\$594.44)	\$18,529.94
-154	Hos & Health Ins	\$72,145	\$6,012	\$0.00	(\$6,012.08)	\$72,145.00
-740	Difference Card Transfers	\$0	\$0	\$0.00	\$0.00	\$0.00
-155	Life Insurance	\$72	\$6	\$7.21	\$1.21	\$64.79
-158	Unemployment Comp	\$0	\$0	\$0.00	\$0.00	\$0.00
-200	Contract Svcs	\$19,000	\$1,583	\$0.00	(\$1,583.33)	\$19,000.00
-212	Attorney Fees	\$6,000	\$500	\$0.00	(\$500.00)	\$6,000.00
-213	Accounting & Audit	\$4,900	\$408	\$0.00	(\$408.33)	\$4,900.00
-221	Water & Sewer	\$51,500	\$4,292	\$0.00	(\$4,291.67)	\$51,500.00
-222	Electric	\$98,940	\$8,245	\$8,352.97	\$107.97	\$90,587.03
-224	Gas & Fuel Oil	\$35,000	\$2,917	\$6,374.96	\$3,458.29	\$28,625.04
-225	Telephone & Telegraph	\$4,300	\$358	\$55.28	(\$303.05)	\$4,244.72
-227	Dataline/Internet	\$500	\$42	\$0.00	(\$41.67)	\$500.00
-241	Motor Vehicle Maint	\$11,000	\$917	\$61.68	(\$854.99)	\$10,938.32
-246	Grounds Maint	\$50,000	\$4,167	\$49,210.86	\$45,044.19	\$789.14
-248	Building Maint	\$27,000	\$2,250	\$1,258.47	(\$991.53)	\$25,741.53
-249	Service on Machines	\$500	\$42	\$0.00	(\$41.67)	\$500.00

#	Item	12 Month Budget 2019	Budget YTD Allocated	Actual as of 1/31/19 (8.33%)	Variance YTD	Balance Remaining For Year
-297	Refuse Collection	\$1,300	\$108	\$1,254.00	\$1,145.67	\$46.00
-298	Laundry Services	\$1,850	\$154	\$161.50	\$7.33	\$1,688.50
-299	Sundry Contract Services	\$500	\$42	\$0.00	\$0.00	\$0.00
-310	Office Supplies	\$600	\$50	\$53.66	\$3.66	\$546.34
-311	Postage and Box Rent	\$700	\$58	\$1.00	(\$57.33)	\$699.00
-313	Printing & Dup	\$750	\$63	\$0.00	(\$62.50)	\$750.00
-320	Ref Materials	\$500	\$42	\$0.00	(\$41.67)	\$500.00
-321	Publish Legal Notices	\$200	\$17	\$0.00	(\$16.67)	\$200.00
-324	Membership Dues	\$4,500	\$375	\$2,682.00	\$2,307.00	\$1,818.00
-327	Marketing	\$50,000	\$4,167	\$4,538.89	\$372.22	\$45,461.11
-327-001	Marketing Grant Expense	\$0	\$0	\$0.00	\$0.00	\$0.00
-328	Airline Recruitment	\$15,000	\$1,250	\$0.00	(\$1,250.00)	\$15,000.00
-330	Travel Regular	\$0	\$0	\$0.00	\$0.00	\$0.00
-340	Travel-Train & Conf	\$14,000	\$1,167	\$1,353.00	\$186.33	\$12,647.00
-366	Fire fight supplies	\$4,500	\$375	\$0.00	(\$375.00)	\$4,500.00
-377	Vehicle Fuel	\$32,000	\$2,667	\$16,471.00	\$13,804.33	\$15,529.00
-510	Insurance	\$45,310	\$3,776	\$986.28	(\$2,789.55)	\$44,323.72
-515	Insurance Claims	\$0	\$0	\$0.00	\$0.00	\$0.00
-615	Special Assessment	\$76,000	\$6,333	\$37,854.00	\$31,520.67	\$38,146.00
-813	Office Equipment	\$1,500	\$125	\$0.00	(\$125.00)	\$1,500.00
Sub-Total Operating Expense		\$1,045,749.00	\$87,145.75	\$151,767.96	\$64,622.21	\$893,981.04
53615-200	ATCT Contractual Services-Sta	\$0	\$0	\$0.00	\$0.00	\$0.00
-221	ATCT Water-Sewer-Strmwtr	\$1,000	\$83	\$0.00	(\$83.33)	\$1,000.00
-222	ATCT Electricity	\$15,300	\$1,275	\$1,194.08	(\$80.92)	\$14,105.92
-224	ATCT Gas & Fuel Oil	\$4,000	\$333	\$527.15	\$193.82	\$3,472.85
-225	ATCT Telephone	\$1,500	\$125	\$0.00	(\$125.00)	\$1,500.00
-248	ATCT Building Maintenance	\$15,000	\$1,250	\$357.29	(\$892.71)	\$14,642.71
Sub-Total Tower Expense		\$36,800	\$3,066.67	\$2,078.52	(\$988.15)	\$34,721.48
53610-810	Capital Equipment	\$96,000	\$8,000	\$0.00	(\$8,000.00)	\$96,000.00
-820	Capital Improvement	\$22,000	\$1,833	\$0.00	(\$1,833.33)	\$22,000.00
-829	Other Capital Improvement	\$199,375	\$16,615	\$0.00	(\$16,614.58)	\$199,375.00
58100-613	Principal/Trust Fund	\$105,503	\$8,792	\$0.00	(\$8,791.92)	\$105,503.00
58200-613	Interest/Trust Fund	\$18,426	\$1,536	\$0.00	(\$1,535.50)	\$18,426.00
Sub-Total Capital Expense		\$441,304	\$36,775.33	\$0.00	(\$36,775.33)	\$441,304.00
TOTAL EXPENSE		\$1,523,853	\$126,987.75	\$153,846.48	\$26,858.73	\$1,370,006.52
NET OPERATING INCOME		-\$23,726	(\$1,977)	\$12,488.95		(\$36,215.44)
Cash Balance						
	Per 2013 Audit Report	\$687,563				
	Per 2014 Audit Report	\$666,546				
	Per 2015 Audit Report	\$618,157				
	Per 2016 Audit Report	\$945,242				
	Per 2017 Audit Report	\$980,620				

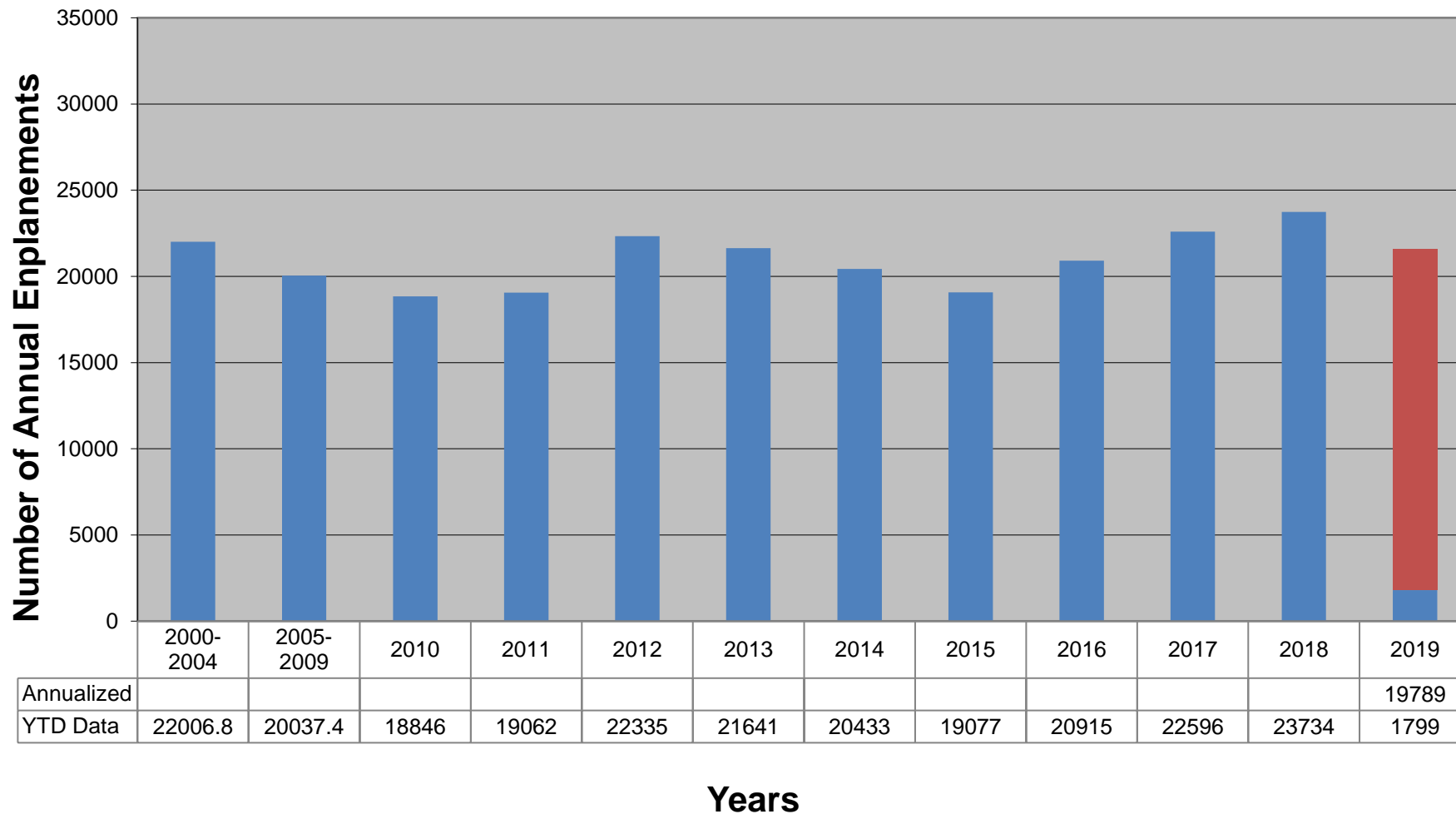
Agenda Item 5b

Chippewa Valley Regional Airport
Traffic Statistics
 January 2019

<i>AIRLINE PASSENGERS</i>	Month		% Diff.
	2019	2018	
UNITED Enplaned	1500	1584	-5%
CHARTERS Enplaned	<u>299</u>	<u>226</u>	32%
Total Enplaned	1799	1810	-1%
UNITED Deplaned	1214	1365	-11%
CHARTERS Deplaned	<u>299</u>	<u>226</u>	32%
Total Deplaned	1513	1591	-5%
Total Enplaned/Deplaned	3312	3401	-3%
UA Departure Load Factor	57%	60%	
UA Arrival Load Factor	47%	52%	
<u>UNITED PERFORMANCE</u>	2019	2018	
Scheduled Flights/Landings	62	58	7%
Canceled Flights			
Xnld for Wx	10	5	
Xnld for Mx	0	0	
<u>Xnld Other</u>	<u>0</u>	<u>0</u>	
Total	10	5	100%
Total Landings	52	53	-2%
	2019	2018	
<u>EAU Arrival</u>			
Completion Factor	84%	91%	
OnTime %	53%	62%	
<u>EAU Departure</u>			
Completion Factor	85%	91%	
OnTime %	69%	78%	
<u>ORD Arrival</u>			
Completion Factor	85%	91%	
OnTime %	69%	72%	

All on time arrivals/departures follow DOT methodology.

Chippewa Valley Regional Airport Scheduled Air Carrier and Charter Enplanements



Airline Analysis	7 Day			14 Day			21 Day		
	EAU	UA MSP	DL MSP	EAU	UA MSP	DL MSP	EAU	UA MSP	DL MSP
CUN - Cancun *	\$946	\$864	\$949	<u>\$770</u>	\$784	\$829	<u>\$640</u>	\$722	\$767
MCO - Orlando *	<u>\$584</u>	\$487	\$611	<u>\$490</u>	\$508	\$435	<u>\$396</u>	\$464	\$399
PHX - Phoenix *	\$920	\$812	\$558	\$546	\$587	\$411	\$620	\$719	\$475
ORD - Chicago **	<u>\$414</u>	\$403	\$402	<u>\$362</u>	\$335	\$334	<u>\$352</u>	\$257	\$256
DEN - Denver **	\$421	\$314	\$228	<u>\$351</u>	\$268	\$258	\$336	\$217	\$156
LAS - Las Vegas **	\$801	\$522	\$973	\$517	\$372	\$354	\$492	\$354	\$336
EWR - Newark **	<u>\$501</u>	\$691	\$796	<u>\$451</u>	\$467	\$496	<u>\$442</u>	\$353	\$352
IAD - Washington Dulles **	\$549	\$369	\$567	\$504	\$306	\$318	\$468	\$270	\$260

All UA fares obtained from united.com & searched as 1 traveler/lowest 1-stop roundtrip fare (where applicable).

DL fares from delta.com (EAU only nonstop to Chicago; MSP UA & MSP DL usually all but Cancun are nonstop)

7 day = 7-13 days from report date; 14 day = 14-20 days from report date; 21 day = 21+ days from report date

*Cancun, Orlando, & Phoenix (leisure travelers) searched as Friday-Sunday travel

**Chicago, Denver, Las Vegas, Newark, & Dulles searched as Tuesday-Thursday travel

Underlined = EAU is within \$100 of lowest fare; **Lowest** is BOLD, underlined & italicized

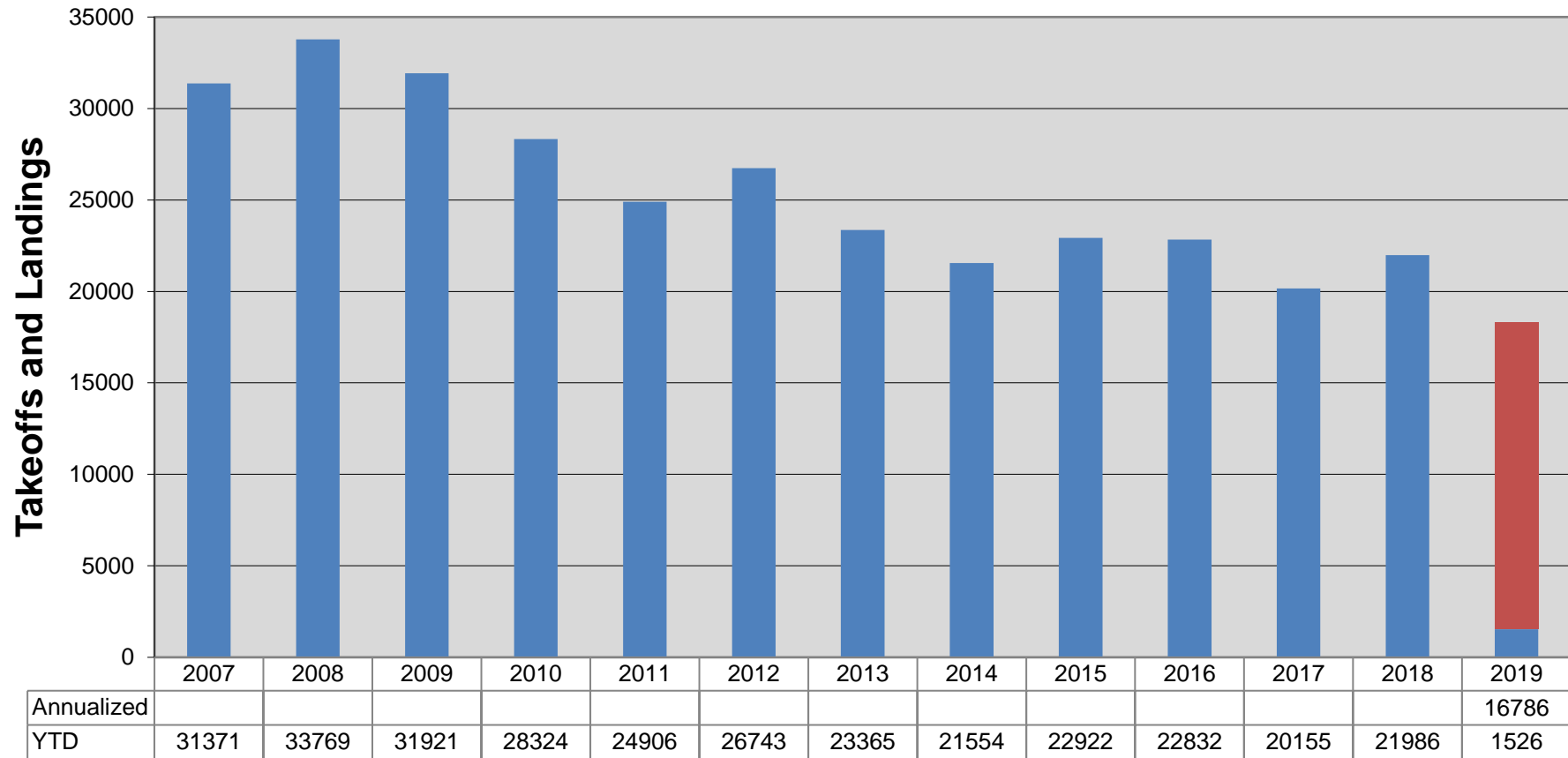
	Number of Cars Rented		
	<u>2018</u>	<u>2017</u>	
January	299	233	28%
February	308	287	7%
March	341	349	-2%
April	321	314	2%
May	355	353	1%
June	425	409	4%
July	577	374	54%
August	570	420	36%
September	510	320	59%
October	481	334	44%
November	393	265	48%
December	348	319	9%
YTD	4928	3977	24%

Agenda Item 5b

Chippewa Valley Regional Airport
Air Traffic Operations Statistics
 January 2019

		Month		% Diff.
		2019	2018	
Itinerant	Air Carrier	4	4	0%
	Commuter/ Air Taxi	184	199	-8%
	GA	1069	915	17%
	Military	7	27	-74%
Local	GA	258	288	-10%
	Military	<u>4</u>	<u>0</u>	#DIV/0!
TOTAL		1526	1433	6%
Overflight		113	95	

Chippewa Valley Regional Airport Annual Air Traffic Control Tower Operations



Years

2018 Community Outreach

1. Jan 2 Leader Telegram Interview
2. Jan 9 Airport Operations Press Release
3. Jan 17 WEAU Interview on Government Shutdown
4. Jan 19 UWEC vs. UW Stout Basketball Games
5. Feb 12 LT Pre-Check Story
6. Feb 13 LT Airport Winter Storm Impacts

Upcoming Events

- March 18 – 22: Pre-Check Enrollment
- March 28: WAMA Legislative Day

<u>Operational Area</u>	<u>Frequency</u>	<u>Next Review</u>	<u>Notes from Last Review and Areas for Improvement</u>
Staffing	Annual	Feb-19	
Numbers and position descriptions			<p>- A new on-call maintenance position was created in partnership with the Eau Claire County highway department and seems to be working well. The position is only trained on landside operations and doesn't have ARFF training.</p>

<u>Operational Area</u>	<u>Frequency</u>	<u>Next Review</u>	<u>Notes from Last Review and Areas for Improvement</u>
Fuel Flowage Fees	Annual	Jul-19	<p>- Fees were found to be consistent with other airports surveyed and no changes were recommended. Fuel flowage fees and terminal parking fees have not been raised since prior to 2006 but they are still consistent with area airports.</p> <p>- Cracksealing and painting the terminal parking lot will occur this year.</p>
Landing Fees	Annual	Jul-19	
Terminal Parking Fees and Maintenance	Annual	Jul-19	
Public Parking Surfaces and Roads			
Tower Facilities Maintenance	Annual	Jul-19	
New Tenant Development	Annual	Aug-19	<p>- We are currently working with Volaire Aviation on air service retention and social media. A meeting with SkyWest airlines was held last November and SkyWest is pleased with our current situation. Discussion on additional airline possibilities is ongoing.</p> <p>- A lease was signed earlier this year for a new airport business with a temporary waiver of the minimum standards. We will work with the business owner on a plan to meet standards by the end of the year.</p> <p>- A meeting needs to be scheduled with the City and County to review both zoning ordinances for future airport development. County zoning currently only allows airport property to be used for aeronautical purposes.</p> <p>- Construction on a new 10 stall t-hangar on the south side of the airport was recently completed. Additional box hangar construction should be considered in the future when funds are available.</p> <p>- Discussions continue with one of our corporate operators on future hangar development opportunities.</p>
Airline			
Aviation Business			
Non-Aviation Business			
Hangars			
FBO Lease and Maintenance	Annual	Sep-19	<p>FBO leases/facilities were reviewed and no changes recommended in 2018.</p>
FBO Facilities			
Hangar Leases and Maintenance	Annual	Nov-19	<p>No action items were taken on this operational review. T-Hangar leases were just updated so no changes were necessary.</p>
T-Hangars			
Box Hangars			
New hangar Development			
Review Land Lease Guidelines			
Review South Hangar Area Incentive			

**CVRA February 2018 Operational Review
Staffing (Number and Position Description)**

<u>Position</u>	<u>Number</u>	<u>Position Summary</u>
Airport Director	1	Administers, promotes, and supervises the operation, maintenance, and long range planning of the Chippewa Valley Regional Airport to ensure high standards of safety and security for its users and the cost-effective and financially sound operation of the facility. On-call 24-7
Maintenance Supervisor	1	Provides supervision, planning, direction and assistance to maintenance and custodial staff to maintain Airport buildings and grounds, equipment, machinery, and furnishings in good repair and in a clean, orderly, and safe condition. This position is required to train on aircraft rescue and firefighting equipment and respond in an emergency. Shift: 7:30am-4pm (M-F)/On-call 24-7
Maintenance Technician	2 FT/2 PT 1 On Call	Performs maintenance and custodial duties to insure Airport facilities and equipment are in good repair and in a clean, orderly and safe condition. This position is also required to train on aircraft rescue and firefighting equipment and respond in an emergency. Shifts: 4am-8am (M-F), 1:30pm-12am (Th-Su), 4:30am-12pm (Sa-Su) and 3:30pm-12am (M-W), 2nd Part Time floats for vacation/sick coverage and night coverage. Expanded on call position this Fall to include one person that is ARFF trained and can help from April-December. Two Winter only on-call positions were filled to assist with snow removal. The Winter positions are not ARFF trained.
Administrative Associate IV	1	Under limited supervision, performs responsible administrative/clerical support to assist the Airport Manager and Airport administrative office to ensure that the office operates efficiently. Ensures fiscal, contractual, and operational documentation are accurate and timely. Maintains records in compliance with regulations and requirements.

Air Terminal Leases and Maintenance

Facility	Term	2019 Rates	Maintenance and Utilities	Misc.
Restaurant	5 Years Expires December 31, 2020	\$2,000/mo.	Restaurant maintains and replaces kitchen equipment. Restaurant pays for separately metered gas and electric for leased space and reimburses airport for water usage. Restaurant pays for trash services Airport pays for heat/air and maintains public areas such as restrooms, parking lot, sidewalks, etc.	- Hangar 54 has the first right of refusal for another 5 year term beyond 2020. - Lease includes vending.
TSA	10 years Expires September 30, 2020	\$23.02/sq.ft. (rent - \$17.85 OE - \$5.17)	Airport pays for all utilities; cleans and maintains leased space; maintains public areas such as restrooms, parking lot, sidewalks, etc.	Space is relatively new and no major maintenance issues.
FAA	5 years Expires September 30, 2021	\$21/sq.ft.	Airport pays for all utilities; maintains public areas such as restrooms, parking lot, sidewalks, etc.	FAA can terminate with 30 days notice.
Airline	2 years Expires January 31, 2020	\$26.25/sq.ft.	Airport pays for all utilities; cleans and maintains leased space; maintains public areas such as restrooms, parking lot, sidewalks, etc. Use of passenger boarding bridge is included in the lease rate.	- SkyWest also pays landing fees of \$1.39/1,000 MGLW. Non-leasing airlines pay \$1.49/1,000 lbs. MGLW
Car Rentals	5 years Expires December 31, 2020	\$23.21/sq.ft. plus 10% of gross sales or minimum monthly guarantee whichever is greater	Airport pays for all utilities; cleans and maintains leased space; maintains public areas such as restrooms, parking lot, sidewalks, etc.	- Car Rentals also pay \$103/mo. for 24 parking spaces. - Space is relatively new and no major maintenance issues. - Minimum Monthly Guarantees: Hertz - \$2,010; Enterprise - \$2,450.03; Avis/Budget - \$1,800
Mead & Hunt	3 years Expires December 31, 2019	\$14.94/sq.ft.	Airport pays for all utilities; cleans and maintains leased space; maintains public areas such as restrooms, parking lot, sidewalks, etc.	- Office was recently painted.
Advertising		Customers pay \$250-650/year; 2018 = 12+ advertisers	Airport pays for electricity and all equipment needed for the advertising monitors; Airport also maintains advertisements on Airport website.	- The airport recently took over the advertising sales. We discontinued service with our current software provider and moved to a free system the county uses which saved about \$850/yr. The County system isn't working as planned so we are researching other options. - A contract is required to do business at the airport which includes ground transportation companies picking up passengers. We are slowly getting all ground transportation operators under contract by offering advertising opportunities as part of their contract.
Terminal Area				- Overall is in good shape due to recent remodel. - We are researching options to replace some of the terminal seating that is showing wear. - LED lighting has come down significantly in pricing. The courthouse is changing over to LED fixtures which require less maintenance and will likely result in a lower utility cost. The LED lights are not as attractive as the lights in the terminal so there is a trade off. - Tiles on the columns at the terminal main entrance and on the entrance sign are starting to peel off. We are working on replacement options.
Admin Offices				Remodeled in 2015.

**CVRA November 2018 Operational Review
Hangar Leases and Maintenance**

<u>Facility</u>	<u>Number</u>	<u>Size</u>	<u>2018 Rent</u>	<u>Maintenance</u>	<u>Misc.</u>
T-Hangars	50	Ranges from 1,000 to 1,700 sq ft	Most hangars rent at \$149 or \$157/mo. Largest hangar is \$270. Plus 5.5% charge for sales tax.	Airport maintains and rent includes electricity. Tenant clears snow within 2 feet of door.	Lighting in the north hangars are very poor, so a single bulb was replaced with 2 LED bulbs in 2018. T-Hangar leases were updated in 2017.
K-row	5	3,600 sq ft	\$723/mo. \$50 discount per month for lease over 3 years. Plus sales tax.	Airport maintains and tenant pays electricity, gas and water. Tenant clears snow within 2 feet of door.	These hangars were not full for the first several years after they were constructed. They have been full for the last 3 years with a couple of names on the waiting list. The \$50 discount requires the tenant to keep renewing for three year terms after the 1st three year term is complete.
F3 and F4	2	2,160-3,600 sq ft	\$380-582/mo. Plus 5.5% charge for sales tax.	Airport maintains and tenant pays electricity and gas. Tenant clears snow within 2 feet of door.	Hangar F4 received some major repairs in 2016. The insulation was covered with steel paneling to enhance the appearance and the windows were replaced. A large hole in the floor was covered and weather striping on door was replaced. A vehicle garage door was added along with another outlet. Hangar F3 is in good condition.
Land Leases	16	Ranges from 24,000 (Menards) to 2,800 sq ft	Private hangar rates range from \$.10-\$.311/sq.ft. Corporate (Menards) leases range from \$.11-\$.41/sq.ft.	Tenant maintains and pays electricity and gas. Tenant clears snow within 2 feet of door. Airport plows snow after 2 feet.	Airport pays stormwater fees on hangars. All hangars revert back to the airport at the end of the lease. Commission discussed a policy on what happens to hangars under airport ownership but did not develop a final policy.

CVRA September 2018 Operational Review

FBO Lease and Maintenance

Facility	Size	Term	2018 Annual Rent	Maintenance	Misc.
1987 Facility	18000 sq. ft.	Expires Sept. 30, 2027 Hawthorne has 2 additional five year options so the lease could be extended to 2037. If the options are exercised, rent increases by 1.5% over prior year.	\$19,760.04	FBO makes incidental repairs, all major repairs are paid for by the airport.	
2002 Facility	26250 sq. ft.		\$69,853.68	FBO does all maintenance.	The airport has a state trust fund loan for this hangar and the lease was written so that the amount of the payment covered the debt service only. In 2014, the the loan was refinanced and shortened the term. Final payment will be March 15, 2022 and the rate stays the same after final debt service payment.
Truck Hangar	3960 sq. ft.		\$6,000	Heartland makes incidental repairs, all major repairs are paid for by the airport.	
2010 Addition	2100 sq. ft.		\$24,808.68	FBO makes incidental repairs, all major repairs are paid for by the airport.	1.5% rent increase starting in 2016. The airport paid for the local share of the cost of this addition in exchange for a higher rent payment.
Tie Downs	6		\$216	Airport maintains.	
Fuel Farm	2 - 12,000 gallon tanks 1 - 20,000 gallon tank		\$4,500	FBO does all maintenance on the three tanks owned by them. The airport maintains the site around the tanks.	\$50 rent increase per tank per year on the 12,000 gallon tanks. FBO took over utilities in 2018 in lieu of payment on 20,000 gallon tank.

	<u>EAU</u>	<u>LSE</u>	<u>RHI</u>	<u>CWA</u>	<u>Master Plan Peer Airports Average (2012)</u>
Signatory Landing Fees	\$1.37/1,000 lbs	7/1/2019	- Fees were found to be consistent with \$2.75/1,000 lbs	\$2.21/1,000 lbs	\$1.18/1,000 lbs
Non-Signatory Landing Fees	\$1.47/1,000 lbs	7/1/2019		\$2.21/1,000 lbs	
Long Term Parking Fees	\$5/day	7/1/2019	\$6/per day	\$7/day	\$3.86/day
Short Term Parking Fees	First 4 Hours Free	\$11 daily max	\$.25/hour (meters)	free up to 45 min \$1/hour	
100LL Fuel Flowage Fee	\$.07/gallon	7/1/2019	\$.06/gallon	\$.05/gallon	\$.07/gallon
Jet A Fuel Flowage Fee	\$.08/gallon	\$.07/gallon*	- We are currently working with Volaire Aviation on air service retention and	\$.05/gallon	\$.07/gallon

*Signatory airlines are exempt from flowage fees because they pay a landing fee

When **March 28, 2019**
Location Wisconsin State
Capital, 2 E. Main
Street, Madison, WI

Registration

RSVP

Register

WE NEED YOU to come to Madison on March 28th and let our lawmakers know how important our airports are to the economic vitality of our State. This event is open to airports, airport board members, consultants, FBO's and anyone else involved in aviation in WI.

WAMA Legislative Day is a great opportunity to meet with your local lawmakers and inform them of all the great things going on at your airport. Are you starting a new airport project, hosting a fly-in, or seeing increased activity on your airfield? Your airport supports the economy of your city, county, and the entire State of Wisconsin.

Legislative Day Schedule

- 10:00 AM WAMA Board Meeting
Capital Building Conference Room 400 NE
- 11:00 AM WAC Committee Meeting
Capital Building Conference Room 400 NE
- 12:00 PM Complimentary Lunch – Sandwiches provided by WAMA
Capital Building Conference Room 400 NE
- 1:00 PM Meetings with Legislators

Adjourn on your own when your meetings are complete.

This is a free event which includes a complimentary lunch. RSVP by March 22nd for lunch reservations. Legislative Day attendees are welcome to attend the WAMA Board Meeting or WAC Committee Meeting prior to lunch.

Attendees will be responsible for scheduling meetings with respective legislators starting at 1:00 PM on March 28th. If your airport overlaps with another airport legislative district, consider scheduling meetings together, or reach out to consultants or other people who do business on your airport to join you in meetings!

- To assist with determining who your legislators are, click the link below then fill in your address under the "Who Are My Legislators" box.
- <http://legis.wisconsin.gov/>
- Let them know you are coming to Madison with your fellow airport managers to discuss the great things going on at your airport.

WAMA will provide a one page handout with State of Wisconsin economic activity and general talking points to help you get your conversations started.

Please contact Bob O'Brien at director@wiama.org if you have any questions about the WAMA Legislative Day.

Rochester airport sets record passenger count in 2018

The ramp-up follows a general quickening of the Rochester economy in recent years.

By Matt McKinney (<http://www.startribune.com/matt-mckinney/10645411/>) Star Tribune

JANUARY 19, 2019 — 3:55PM

The Rochester airport saw its busiest year ever in 2018 after an expansion, the addition of a third major airline and the launch of a program that encourages local business travelers to use the airport rather than drive 90 minutes to the larger Twin Cities terminals.

The airport's total passenger count, at 366,542 people flying in and out, surpassed the previous record of 344,556 set in 1977 and was a 26 percent bump over 2017, the airport reported.

"We are incredibly grateful for the increased support," said John Reed, RST's executive director. He said the airport traffic makes a strong case for the city to get service to a western hub such as Dallas or Denver.

"The airport cannot recruit that service alone. It takes local travelers filling the planes now to bring more service to our region," he said.

The ramp-up follows a general quickening of the Rochester economy in recent years as the Mayo Clinic's expansion project, known as Destination Medical Center, enters its sixth year. The massive \$5.6 billion, 20-year plan promises to grow the Mayo campus and downtown Rochester and add thousands of new employees to the world-renowned hospital.

Three major airlines either launched or expanded their service to and from Rochester in the summer of 2017. Delta Air Lines added a fourth daily flight to Minneapolis-St. Paul, with a return to Rochester, along with a second daily flight to and from Atlanta.

United Airlines launched Rochester service about the same time, with three flights daily to and from Chicago's O'Hare airport. American Airlines, with four daily flights to and from Chicago, started using larger planes for those flights, according to the airport.

A bid last summer from regional airline Elite Airways of Portland, Maine, to launch routes between RST and Arizona and Florida, where the Mayo Clinic has large hospitals, fell through. The airline cited low bookings for the failed launch of new service.

The airlines' expansion plans coincided with a decision by the Mayo Clinic to encourage its employees to use the Rochester airport.

Some 70 businesses had already pledged to join the "Fly RST" effort when the Mayo Clinic said it would also join. A renovation and expansion of the airport's customs area and consolidation of the ticketing and baggage claim area was completed last year.



ELIJAH PARKER

The addition of a major airline, a push to "fly local" and an expansion boosted travel out of Rochester's airport last year.

Eau Claire Air Service Update

Presented
October 2016



Airline Industry Overview

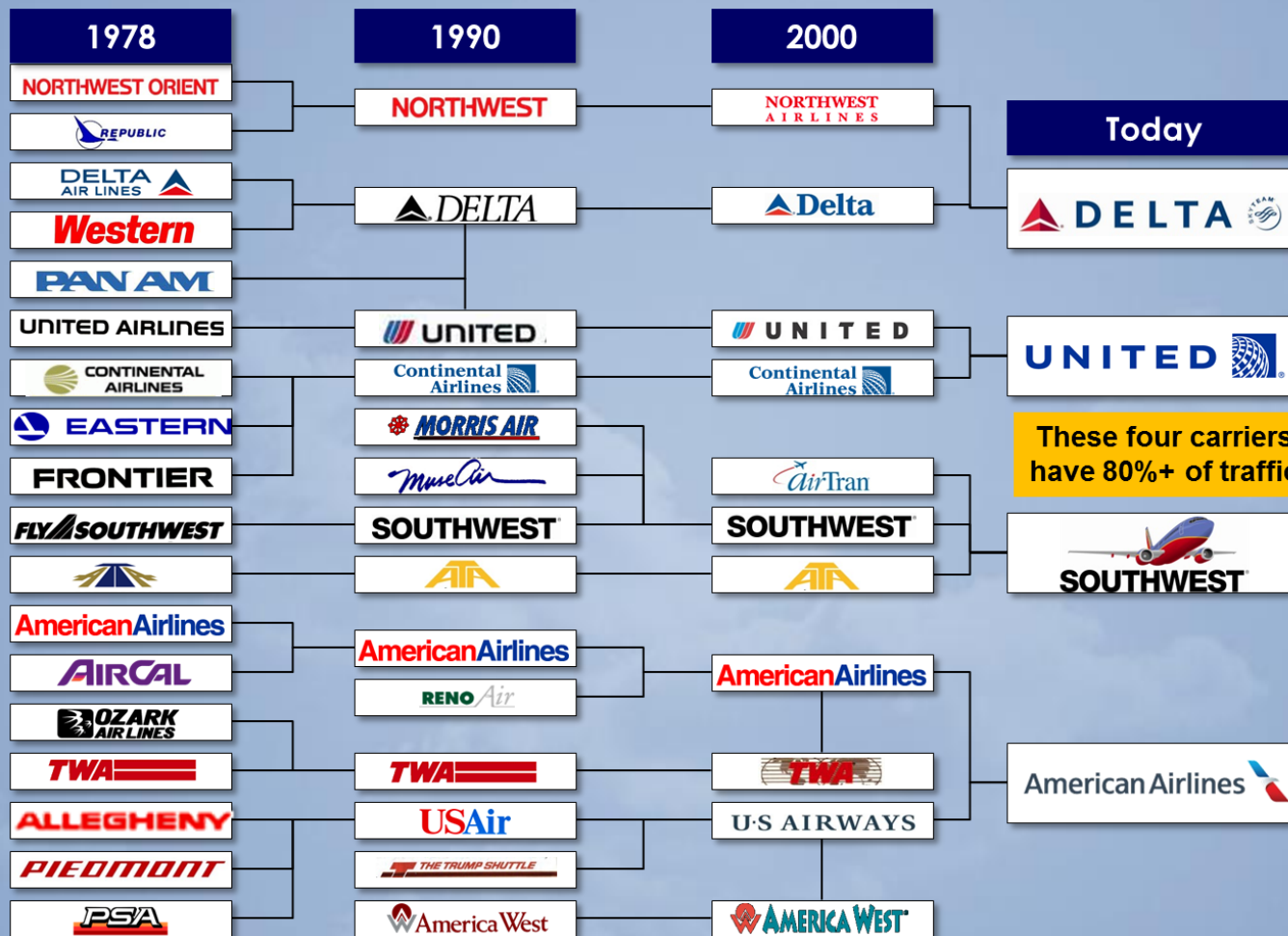
Agenda Item 9b



Airline Industry Trends

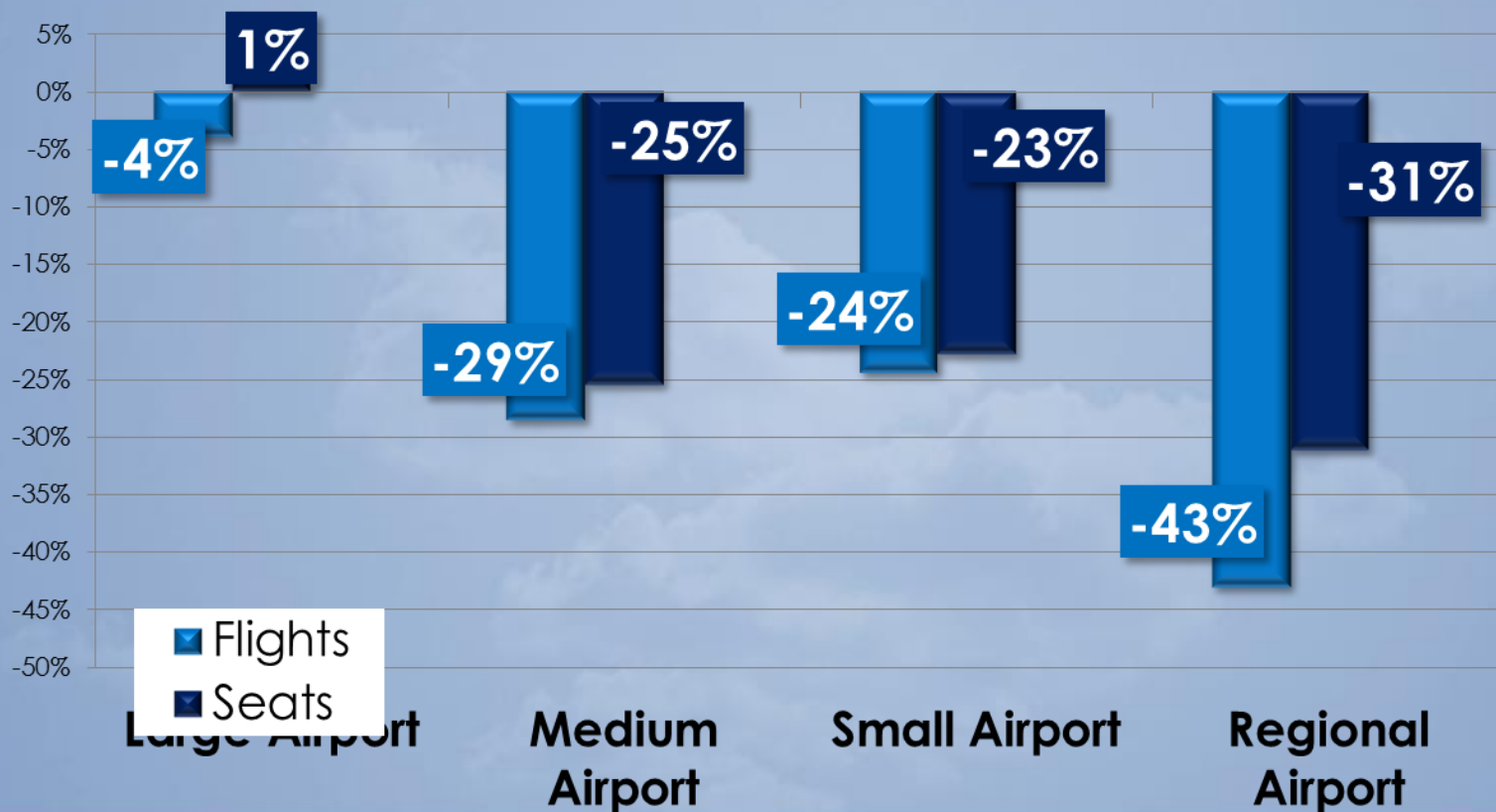
- Consolidation – Airline mergers and connecting hub closures
- Pilot Shortage – Airlines face a significant shortage of pilots
- Aversion – Pay-to-play for smaller cities (La Crosse)
- Fleet Changes – 50-seat RJs being replaced by 76-seat RJs

Airline Industry Consolidation: Carrier Mergers



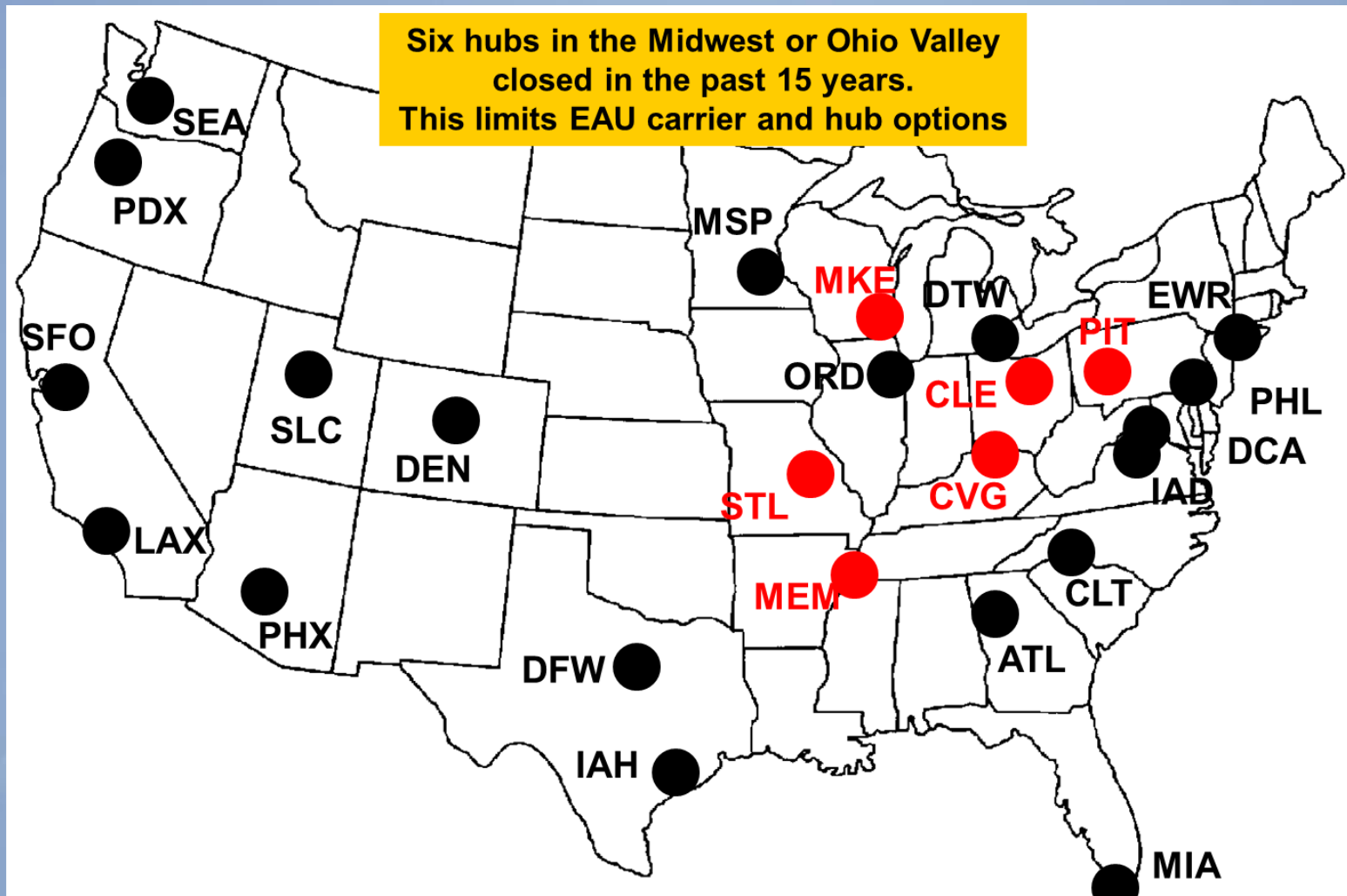
Smaller Airports Are Seeing Significant Service Cuts

Change in Scheduled Flights and Available Seats by Airport Size
 Calendar Year 2007 vs. Calendar year 2015: US Airports

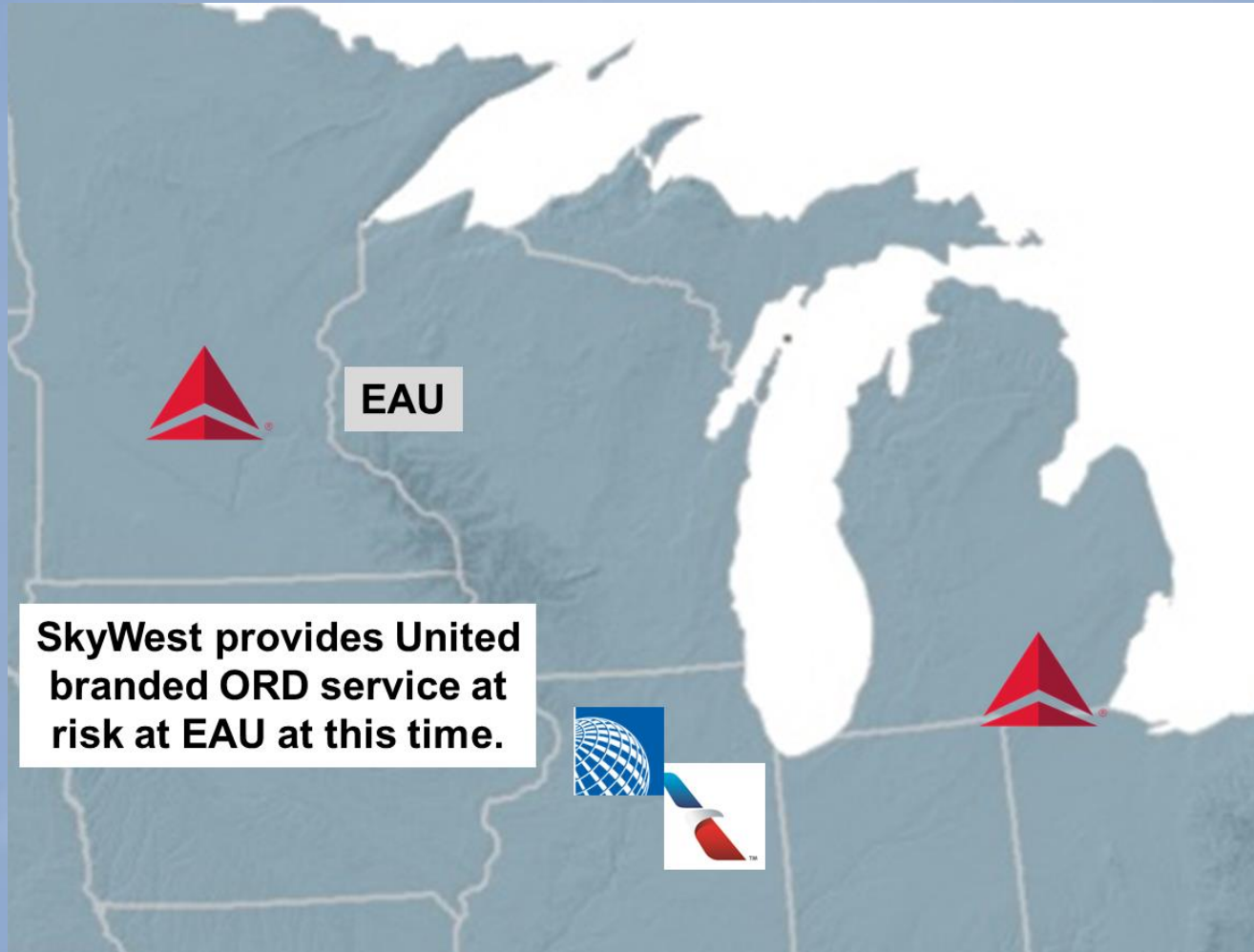


Airline Industry Consolidation: Six Hub Closures since 2000 (Closed Hubs in Red)

Agenda Item 9b



Practical Hubs for Eau Claire



Hub Comparison

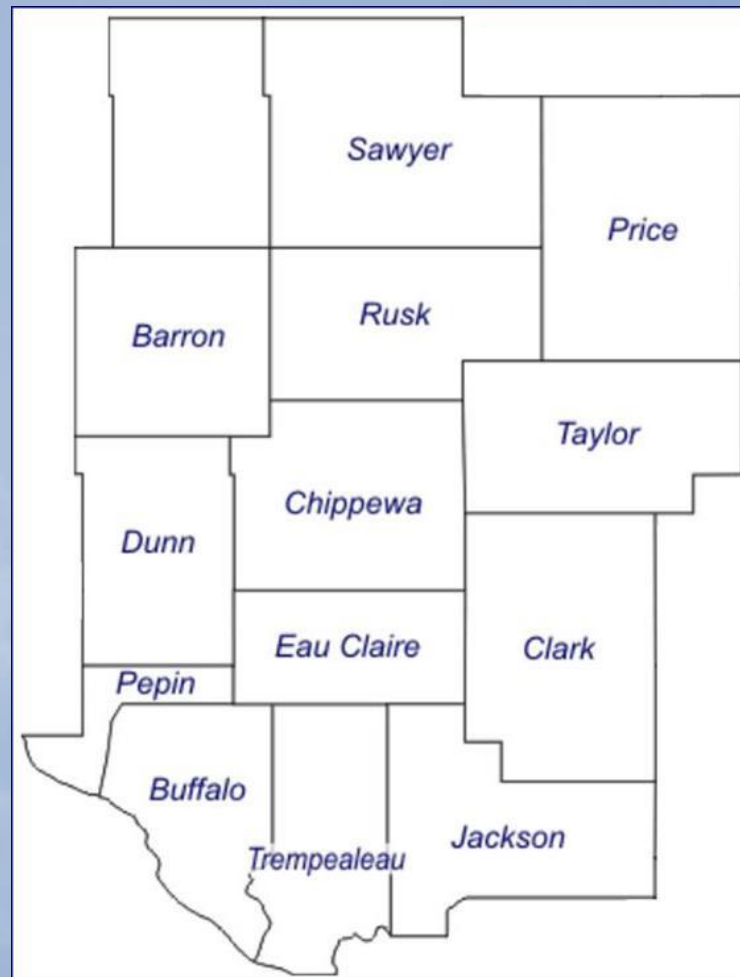
- ORD United has more flights than any other hub/carrier combination in the group

COMPARISON OF HUB SERVICE AND OPERATIONS Chicago ORD, Detroit DTW and Minneapolis MSP

Airport	Carrier	Flts/Day	Nonstop Destinations	2016	
				YTD OTP	YTD Comp
ORD	United	520	131	79.5%	98.1%
ORD	American	470	122	80.4%	98.4%
DTW	Delta	455	148	85.1%	99.2%
MSP	Delta	439	144	84.3%	99.3%

Origination of Passengers in EAU Catchment Area by County

<i>County</i>	<i>Passengers</i>	<i>Share</i>
Eau Claire	242,459	32.2%
Chippewa	115,815	15.4%
Dunn	74,195	9.9%
Barron	72,939	9.7%
Trempealeau	51,397	6.8%
Clark	40,318	5.4%
Sawyer	30,953	4.1%
Taylor	26,772	3.6%
Jackson	24,876	3.3%
Buffalo	24,785	3.3%
Price	21,427	2.8%
Rusk	16,287	2.2%
Pepin	10,120	1.3%
<i>Annual Passengers</i>	<i>752,343</i>	<i>100%</i>



What Can EAU Do For You

- Skip the Drive and Save
- Corporate Parking Program
- Frequent Flyer Lounge
- Hangar 54 Grill
- TSA Pre-Check, October 24-28

Eau Claire, WI (EAU) Market Performance

Overview

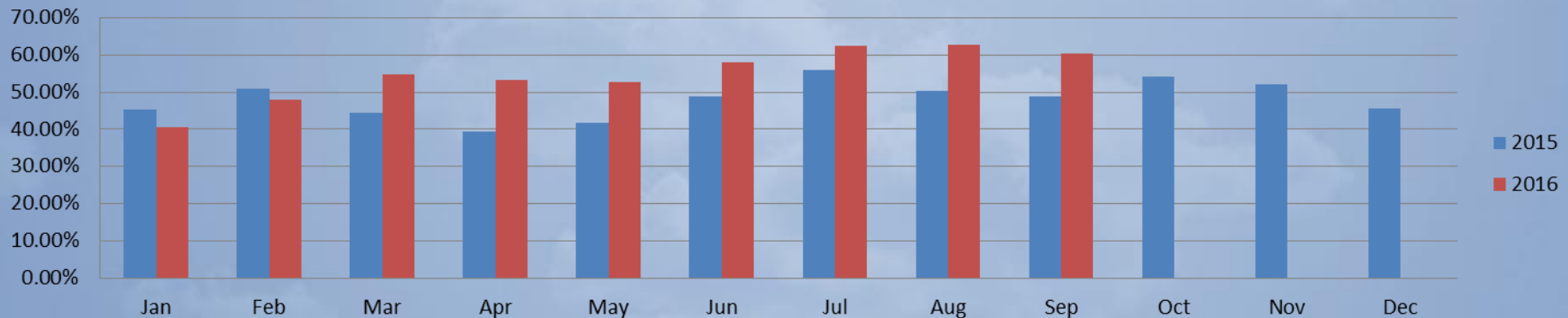
- Market Performance
- Hub Options
- Reliability in ORD
- Pricing
- Moving Forward



Market Performance

- Load Factors improving YOY
- Average Load Factor: 54%
 - Compared to 48% in 2015

EAU Load Factor



Hub Options

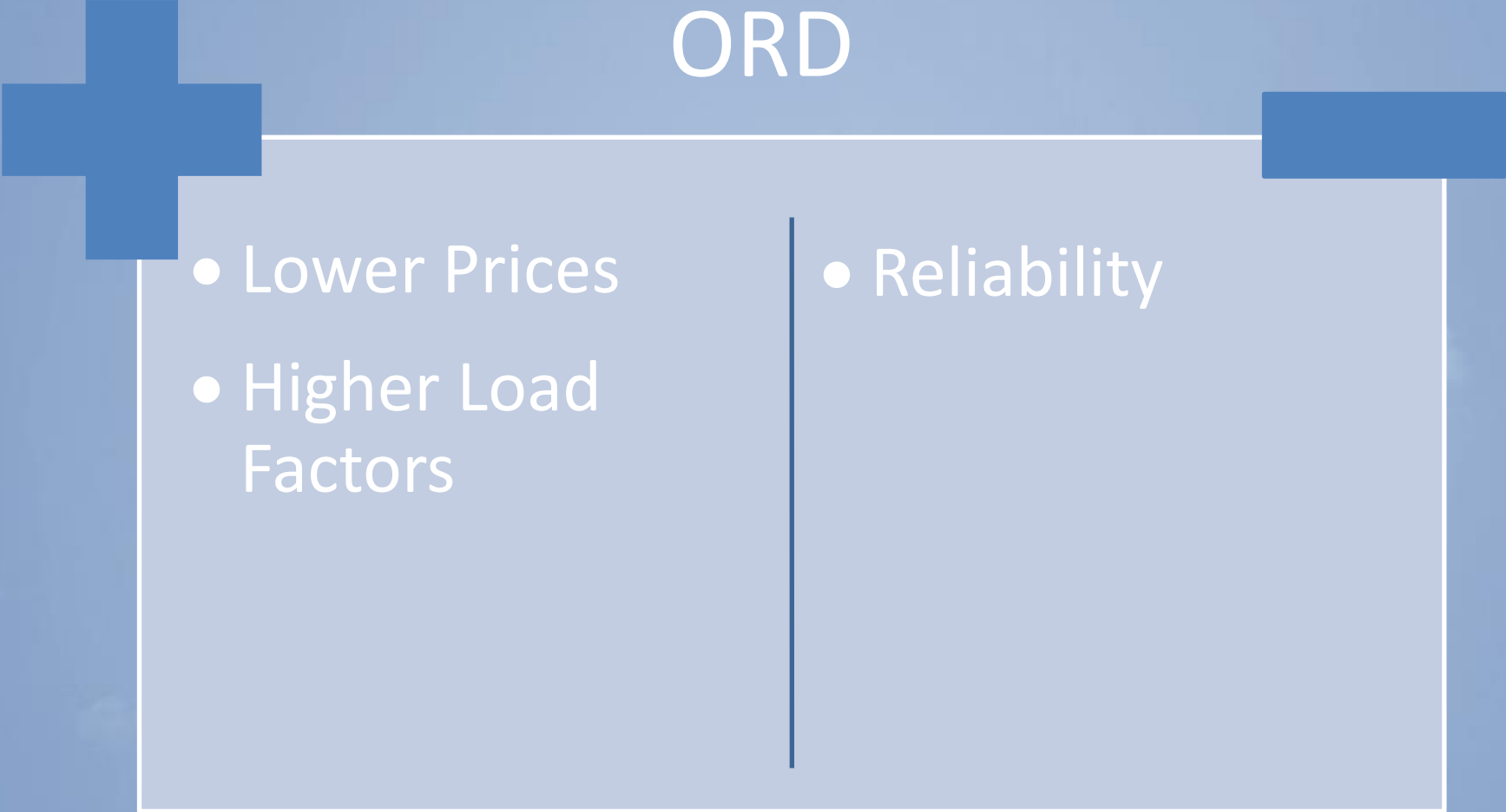
MSP/DTW

- Better reliability

- Lose Local Traffic
- Prices Would Increase

Hub Options

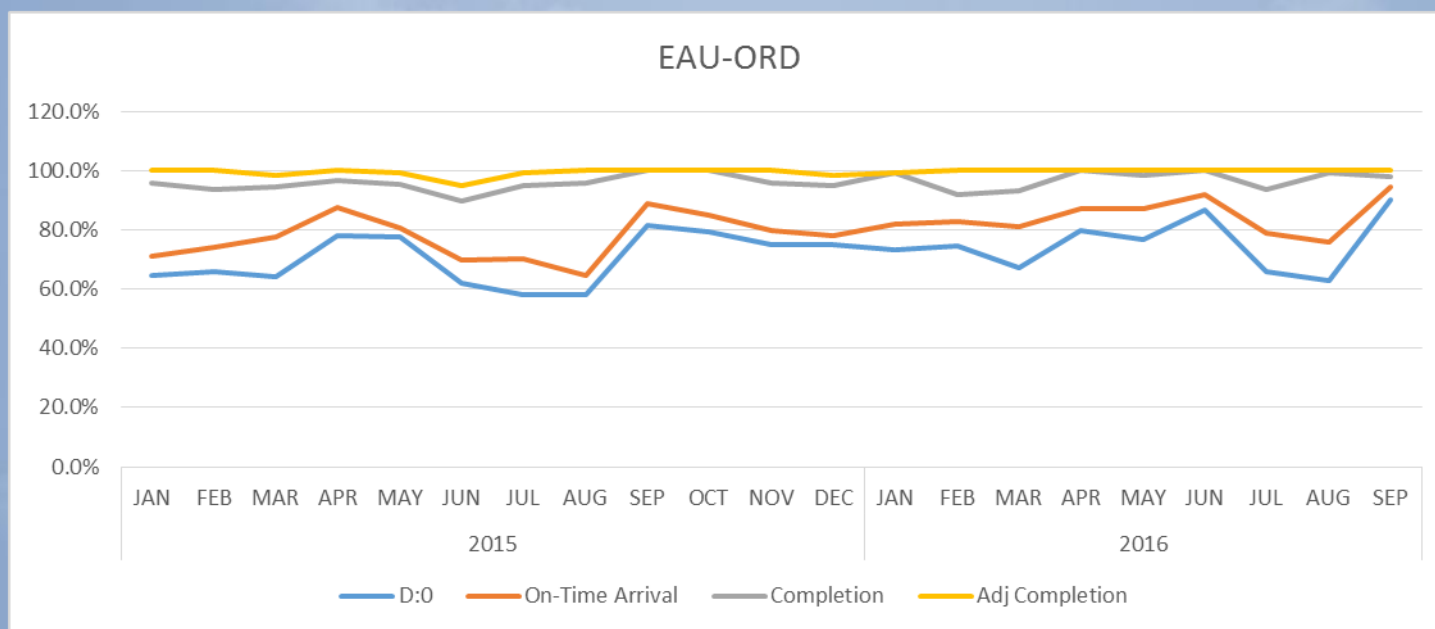
ORD

- 
- Lower Prices
 - Higher Load Factors

- Reliability

Reliability in ORD

- Improving YOY
- Similar to LSE-MSP (2.5% difference on average)
- SkyWest reliability 100% for 8 of the last 9 months



Pricing

- As low as \$170 Round Trip to ORD
 - Excludes taxes
 - 3 day AP (typically 14-21)
 - Saturday night stay req.
- Connect pricing about \$30-50 more than same routes through MSP
 - MSP to JFK: \$150
 - EAU to JFK: \$180



Moving Forward

- Increased Load Factors (90% or more) for:
 - New Routes
 - New Partners
 - Additional Flights
- Increasing Engagement and Demand



Questions?

Chippewa Valley Regional Airport

Eau Claire, Wisconsin

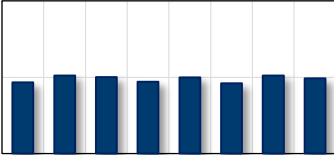
Volume 183

Year End Third Quarter 2018

February 2019

Airport Traffic Quarterly - Domestic

Eau Claire Air Service Ticker

	YE 3Q18	YoY	3Q18	YoY
<i>Airport Totals</i>	Passengers	39,200 → 0.8%	9,840 ↑ 4.7%	
	Revenue	\$8,568,640 → -1.1%	\$2,168,439 ↑ 3.4%	
	Fares	\$219 → -1.8%	\$220 → -1.2%	
	Yields	25.92¢ ↑ 3.3%	27.86¢ ↑ 11.1%	
<i>Top Airlines</i>	United	38,380 ↑ 3.4%	9,640 ↑ 7.6%	
<i>Top Markets</i>	Chicago, IL	9,520 ↑ 16.7%		<i>Eight Quarter Passenger Totals</i> 
	Orlando / Sanford, FL	2,120 ↑ 27.7%		
	Wash. / Balt., DC-MD	2,060 ↑ 14.4%		
	New York / Nwk, NY-NJ	1,840 ↑ 15.0%		

Over the Past Four Quarters, Domestic Passengers at Eau Claire Have Grown by 300, an Increase of 0.8%. Revenue Has Fallen \$0.1m - a Decrease of -1.1%.

Highlights in This Issue



Over the past four quarters, average domestic passenger totals at Eau Claire have changed by 7.1%, -9.8%, 2.0% and 4.7%. Over the course of the entire year passenger numbers have risen from 38,900 to 39,200 passengers.



Over the past four quarters, average domestic revenue totals at Eau Claire have changed by -4.5%, -5.9%, 2.8% and 3.4%. Over the course of the entire year airline revenue has fallen from \$8.7 million to \$8.6 million.



Over the past four quarters, average domestic one-way fares at Eau Claire have changed by -10.9%, 4.3%, 0.8% and -1.2%. Over the course of the entire year average airline fares have fallen from \$223 to \$219.

3800 Starr Ave
 Eau Claire, Wisconsin 98802
 (509) 884-2494



497 Oakway Road, Suite 280
 Eugene, Oregon 97401
 (541) 954-1569

Passengers and Revenue at Eau Claire

1 Table of Contents

2 Domestic Origin and Destination Passengers at Eau Claire by Quarter
 Domestic Origin and Destination Revenue at Eau Claire by Quarter

3 Six Year Trend of Domestic Origin and Destination Passengers at Eau Claire
 Top 10 Domestic Origin and Destination Passenger Markets at Eau Claire

4-5 Top 100 Domestic Origin and Destination Passenger Markets at Eau Claire

6-7 Airport Passenger Shares at Consolidated Market Areas

8 Top 20 Passenger Growth Markets at Eau Claire

9 Six Year Trend of Domestic Origin and Destination Revenue at Eau Claire
 Top 10 Domestic Origin and Destination Revenue Markets at Eau Claire

10-11 Top 100 Domestic Origin and Destination Revenue Markets at Eau Claire

Fares and Yields at Eau Claire

12 Average Domestic Fare by Quarter of Origin and Destination Passengers at Eau Claire
 Average Domestic Yield by Quarter of Origin and Destination Passengers at Eau Claire

13 Six Year Trend of Domestic Origin and Destination Average Fares at Eau Claire
 Top 10 Domestic Origin and Destination Average Fare Markets at Eau Claire

14 Average Fares at Top 50 Domestic Origin and Destination Revenue Markets at Eau Claire

15 Six Year Trend of Domestic Origin and Destination Average Yields at Eau Claire
 Top 10 Domestic Origin and Destination Average Yield Markets at Eau Claire

16 Average Yields at Top 50 Domestic Origin and Destination Revenue Markets at Eau Claire

Airline Statistics at Eau Claire

17 Top Domestic Origin and Destination Passenger Airlines at Eau Claire
 Top Domestic Origin and Destination Revenue Airlines at Eau Claire

18 Total Domestic Passengers by Airline and Quarter at Eau Claire
 Total Domestic Revenue by Airline and Quarter at Eau Claire

19 Airline Shares of Domestic Origin and Destination Passengers at Eau Claire
 Airline Market Share by Quarter of Domestic Origin and Destination Passengers at Eau Claire

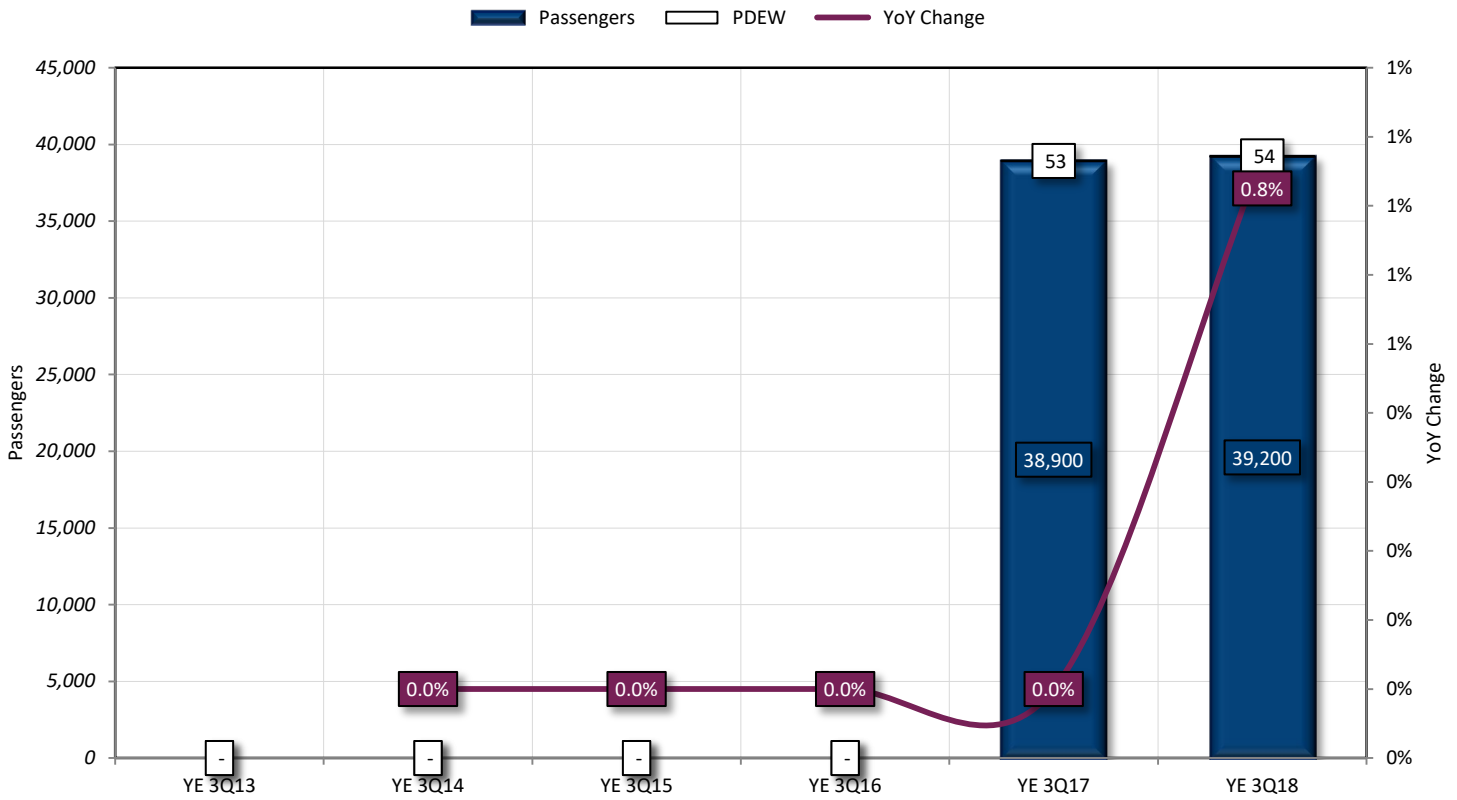
20 Airline Shares of Domestic Origin and Destination Revenue at Eau Claire
 Airline Market Share by Quarter of Domestic Origin and Destination Revenue at Eau Claire

21 Carrier Shares at Top 50 Origin & Destination Passenger Markets at Eau Claire

22 Airline Share of Passengers at Eau Claire's Top 50 O&D Passenger Markets

Six Year Trend of Domestic Origin and Destination Passengers at Eau Claire

YE 3Q13 to YE 3Q18



Top 10 Domestic Origin and Destination Passenger Markets at Eau Claire

Year End Third Quarter 2018

