



**SCOTTSDALE AIRPORT ADVISORY COMMISSION
PUBLIC MEETING
Scottsdale Airport Terminal Lobby
15000 N. Airport Drive, Scottsdale, AZ**

February 11, 2015

MINUTES

PRESENT: Steve Ziomek, Chairman
Ken Casey, Vice Chairman (telephonic)
Brad Berry
John Celigoy (arrived 6:06 p.m.)
Michael Goode
Bob Hobbi
William Schuckert

STAFF: Shannon Johnson, Management Analyst
Gary Mascaro, Aviation Director
Chris Read, Airport Operations Manager

GUESTS: Grace Kates, Building D, LLC
Matthew Wright, Landmark Aviation

CALL TO ORDER

Chairman Ziomek called the meeting to order at 5:02 p.m.

ROLL CALL

A formal roll call confirmed the presence of all Commissioners as noted above.

PLEDGE OF ALLEGIANCE

Chairman Ziomek led the meeting in the pledge of allegiance.

AVIATION DIRECTOR'S REPORT

Chairman Ziomek commended Aviation Director Mr. Gary Mascaro, Airport Operations Manager Mr. Chris Read, the entire Airport staff, the FBOs Landmark Aviation and Signature Flight Support on the phenomenal job they all did with the Super Bowl.

Mr. Gary Mascaro, Aviation Director, said he had no report this month.

APPROVAL OF MINUTES

1. Approval of Minutes

Regular Meeting: January 14, 2015

Commissioner Goode made a motion to approve the minutes of the January 14, 2015 regular meeting. Commissioner Schuckert seconded the motion, which carried by a vote of six (6) to zero (0). Commissioner Celigoy was not yet present.

PUBLIC COMMENT

No members of the public wished to address the Commission.

REGULAR AGENDA ITEMS 1 - 9

1. Discussion and Possible Action Regarding Application for Airpark Aeronautical Business Permit for Building D, LLC to conduct Hangar/Shade Leasing Services

Management Analyst Ms. Shannon Johnson presented application, noting that Building D, LLC is seeking ratification of their permit to conduct hangar and shade leasing services in the Airpark and that Ms. Grace Kates was in attendance from the company. At the invitation of Chair Ziomek Ms. Kates gave a brief description of the operations.

Commissioner Schuckert made a motion to recommend ratification of the Airpark aeronautical business permit for Building D, LLC to conduct hangar/shade leasing services. Commissioner Goode seconded the motion, which carried by a vote of six (6) to zero (0). Commissioner Celigoy was not yet present.

2. Discussion and Input Regarding Super Bowl Recap

Mr. Mascaro said the Super Bowl event went spectacularly well at the Airport. He showed slides of the big weekend. Over 1,189 operations were conducted at the Airport from Thursday, January 29 through Monday, February 2. Over a thousand aircraft were parked at the Airport during the event. Scottsdale was by far the busiest airport in the Valley with close to 1200 operations while the corporate aviation section of Sky Harbor had 561 operations.

Discussing traffic patterns, Mr. Mascaro explained that Signature had slowed down on reservations as they thought their ramp space was at capacity. Landmark did not. Signature reopened reservations a few days before the weekend. Apron space was equally divided between the two FBOs for the weekend. He elaborated that Signature had used mapping software to calculate parking, whereas Landmark did not. Both FBOs brought in team members from around the country with previous Super Bowl experience. He was not aware of any flights being turned away. They never ran out of PPR reservations.

Mr. Mascaro noted a significant increase in fuel flowage compared to the same weekend in January 2014. He commented that they had a record number of larger aircraft at the Airport. On the Friday, which was the busiest day in terms of arrivals, some flights had to land at other airports and then move over to Scottsdale later because they had reserved departure slots for Monday. The reservation program in fact benefitted the FBOs, as without it, those aircraft would have stayed wherever they landed.

Commissioner Hobbi asked what Mr. Mascaro attributes the heavy traffic at Scottsdale to. Mr. Mascaro replied that he sees a number of factors. Ms. Ferrara had made tireless marketing efforts to promote Scottsdale Airport. The Airport worked closely with the FBOs. Also they decided to start the PPR program on the Sunday where the other Valley airports started theirs on the Thursday. Most of the visitors stayed at hotels and resorts in northern Scottsdale so that proximity was an additional advantage.

Chairman Ziomek asked how the helicopter service to the stadium went. Mr. Mascaro said overall it went very well.

Mr. Mascaro added that they estimate the aircraft parked at Scottsdale to be worth \$2.5 billion. Landmark provided an economic impact estimate of their clients' spending on limos, car rentals, restaurants and hotels. He added that the fees paid directly to the Airport over the weekend to be approximately \$118,000. This does not include all the fees and is a very conservative number. He reminded the Commissioners that they had supported giving a month's rental credit to the based tenants and commented that this cost of \$5,000 was well spent.

Mr. Mascaro commended all the Airport staff for their hard work and extra efforts to ensure the success. Everyone is very pleased with how things went at the Airport. Having a full-time dedicated liaison between the Airport and the tower was critical to the success; this is a lesson for any airport for future similar events.

Mr. Mascaro displayed photos of staff members at work throughout the event, paying tribute and sharing anecdotes from the weekend.

The one difficulty encountered was with the preferred caterer for the event. Late on the Sunday evening the deliveries broke down. Ciao Baby stepped into the breach on Monday morning despite having catered a large party on the Sunday. Mr. Mascaro said they did a fantastic job and that the most important concerns of FBO customers are car rentals and food. Both the FBOs were extremely impressed and have since announced that Ciao Baby is their preferred catering service. The regional vice presidents of both the FBOs have sent their personal thanks to Ms. Maza for saving the day.

Mr. Mascaro said during the event a lot of video footage was shot, including interviews with pilots. They plan to assemble a video showcasing the Super Bowl experience at Scottsdale Airport. He screened a short video currently on the Airport website.

Mr. Michael Bidwell, President of the Cardinals, visited the Airport in person on the Monday, took a tour to personally thank everyone who was working, and tweeted a photo of himself at the Airport through the Cardinals Twitter account.

Mr. Mascaro concluded that the event was extremely successful for the Airport thanks to their partners Landmark Aviation, Signature Flight Support, and the FAA. The PPR system ran beautifully and there were no delays. Over 32 departures per hour took place. The FAA actually chose to slow down other airports in order to keep things running smoothly at Scottsdale. Mr. Bidwell relayed that Mr. Kraft, the owner of the New England Patriots had contacted him to say that the Airport and the FBOs had done an absolutely fantastic job. They have never experienced a comparable level of service at any other Super Bowl.

Chairman Ziomek invited Mr. Matthew Wright of Landmark Aviation to address the meeting. Mr. Wright praised Mr. Mascaro and Airport staff for developing the PPR system, which was very user-friendly and allowed them to get planes off on time or even ahead of schedule. He praised the FAA for listening to the FBOs' concerns and checking with the FBOs regularly throughout the week. He discussed how Landmark prepared, noting that the company has been involved in four out the last five Super Bowls at different cities. Their corporate Super Bowl Planning Team started work about ten months before the event. The general manager at Dulles International Airport, Mr. John Hovis, is a key leader with extensive experience of Super Bowls and presidential inaugurations. The vice president of marketing and the regional vice president were also involved. The team that came to Scottsdale had prior experience of high volume events and were drawn from busy airports around the country.

Mr. Wright attributed much of Landmark's success to the efforts of the three tow teams who worked non-stop to move aircraft and maximize ramp space. The overall success is a testament to the strong partnerships between both the FBOs, the City and the FAA. He expressed gratitude to Signature for agreeing to give them some extra ramp space on the Saturday.

They were fortunate to have good weather on the Sunday and Monday so flights were able to leave without difficulty for their destinations. Mr. Wright noted that the bad weather on the Friday led to 15 to 20 cancelations.

Mr. Wright said he created a flyer showing key economic impact statistics, although this is still being finalized. Chairman Ziomek announced that Scottsdale had 48 percent of all Valley operations, even with the weather on the Friday.

Mr. Wright said the biggest challenge they had faced was the problem with their preferred caterer. On Monday morning when it became apparent that orders were not being delivered he contacted Ms. Maza and she agreed to step into the breach. Dedicated Landmark staff went to each aircraft to ask if they had a catering order. He remarked that because departures were being cleared so promptly it was even more challenging to provide food to the flights. He expressed extreme gratitude to Ciao Baby/Zulu Caffé for helping out. They have now made Ciao Baby their preferred caterer.

3. Discussion and Possible Action to Adopt Resolution No. 10032 and Authorize Contract 2015-046-COS, a Compliance Agreement with U.S. Customs and Border Protection and the United States Department of Agriculture, to Continue Handling Regulated Garbage at Scottsdale Airport

Ms. Johnson explained that the current compliance agreement needs to be updated. Like all U.S. airports, they are required to handle regulated garbage from flights originating outside the U.S. and Canada. The USDA oversees regulated garbage.

In practical terms, Airport Operations staff take possession of regulated garbage as incoming flights clear customs. It is stored in a locking container and Stericycle picks it up within 72 hours.

Commissioner Schuckert made a motion to adopt Resolution No. 10032 and authorize contract 2015-046-COS, a compliance agreement with U.S. Customs and Border Protection and the United States Department of Agriculture to continue handling regulated garbage at Scottsdale Airport. Commissioner Goode seconded the motion, which carried by a vote of six (6) to zero (0). Commissioner Celigoy was not yet present.

4. Discussion and Input Regarding Monthly Operations Report for January 2015

Mr. Read presented the monthly operations report for January.

Revenue from the U.S. Customs service fiscal year to date is \$236,050 and expenses are \$150,759. There were 96 uses in January.

Chairman Ziomek shared that when he spent some time with Officer Kennedy on the Thursday before Super Bowl they were expecting 18 arrivals to clear customs, so the officers were very busy.

Vice-Chair Casey requested details about an incident where a Lear 45 had its windshield broken by use of excessive thrust by another aircraft. Mr. Read said it is not clear whether debris was thrown up to cause this damage.

5. Discussion and Input Regarding Monthly Financial Reports for December 2014

Ms. Johnson presented the monthly financial report for December 2014. Revenues for December were up 40 percent compared to December 2013. Expenses were also up. The Aviation Fund cash balance was almost \$11.1 million at December 31.

Jet fuel sales were up 68.2 percent of fuel flowage and avgas was at 2.5 percent.

Chairman Ziomek inquired whether the Governor's recent announcement to move \$15 million from the Aviation Trust Fund into the State's General Fund will affect Scottsdale.

Mr. Mascaro replied that it will affect the Airport because the Aviation Trust Fund is used to provide grant funding for airports. However at this point they are uncertain what the impact will be.

Chairman Ziomek asked if there is anything the Commission can do to let City Council know they are not in favor of this development. Mr. Mascaro said the Commission does not need to do anything because the Government Relations Office reports directly to the City Manager and provides these updates to City Council. Council has already submitted a request to the Governor. Mr. Mascaro added that all the state's aviation groups have already opposed this move.

6. Discussion and Input Regarding Public Outreach Programs and Planning Projects

In the absence of Ms. Ferrara, Mr. Mascaro commended her and Ms. Johnson for their work to create personalized welcome packages for the VIP visitors which they personally delivered. He noted that Officer Kennedy had allowed them to present these to some of the visitors clearing the customs service. Ms. Johnson said this initiative was very well received by everyone who received a package.

Mr. Mascaro noted that Ms. Ferrara had achieved a lot of media coverage for the Airport around the Super Bowl. She had just made a report to real estate agents at Caldwell Bankers.

The Airport Master Plan update will be presented at the April meeting for final draft review and approval.

Two voluntary curfew letters were sent in January and there were two Planning Department projects impacting the Scottsdale Airport.

Chairman Ziomek inquired about any noise complaints associated with the Super Bowl. Mr. Mascaro was aware of one complaint that was received, but staff is still compiling the data.

7. Discussion and Possible Action Regarding Airport and Airpark Aeronautical Business Permit Additions, Cancellations or Revocations

Ms. Johnson stated that the only change is the Building D application approved earlier tonight for the Airpark.

8. Discussion and Input Regarding Status of Aviation Items to City Council

Mr. Mascaro reported that City Council unanimously approved the rental credit for aircraft parking for January which the Commission had recommended. This will cost about \$5,000. The tenants appreciated this gesture. No other Valley airport even considered taking such an action.

Mr. Mascaro said staff will make a ten-minute presentation to City Council regarding the Airport Master Plan on May 12th and encouraged the Commissioners to attend. This will be a regular agenda item.

9. Discussion and Possible Actions to Modify the Airport Advisory Commission Meeting Schedule and Commission Item Calendar

Commissioner Celigoy arrived.

Chairman Ziomek noted that some Commissioners preferred to start the meeting at 6:00 p.m. Commissioner Goode commented that starting earlier had seemed like a good idea at the time they discussed it. Chairman Ziomek asked the reporter if changing the meeting time back to 6:00 p.m. would be an issue and she confirmed that it would not.

Chairman Ziomek made a motion to hold the March meeting of the Airport Advisory Commission at 6:00 p.m. Commissioner Goode seconded the motion, which carried by a unanimous vote of seven (7) to zero (0).

Mr. Mascaro noted that at the next meeting the Commission could amend the bylaws to effect a permanent change to the meeting time.

FUTURE AGENDA ITEMS

None noted.

ADJOURNMENT

With no further business to discuss, being duly moved and seconded, the meeting adjourned at 6:08 p.m.

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