



Friedman Memorial Airport Authority

Regular Board Meeting

July 2, 2024





Approve Agenda



Public Comment

(10 Minutes)



Approval of Meeting Minutes

June 4, 2024 Regular Meeting



Reports

Reports

- ▶ Chair Report
- ▶ Blaine County Report
- ▶ City of Hailey Report
- ▶ Fly Sun Valley Alliance Report
- ▶ Staff Team Report



Airport Staff Brief



Team Updates

- ▶ Deputy Director of Operations
- ▶ Deputy Director of Admin/Finance
- ▶ Airport Security Manager
- ▶ Airport Director

Airport Activity Status

- ▶ Passenger Enplanements
 - +4% over May 2023
 - +13.5% YTD vs 2023
- ▶ Operations (unofficial)
 - +12% from June 2023
 - -3% YTD vs 2023



Airport Staff Brief Questions?



Action



Continuing Business

Future Aeronautical Development RFP

Future Aeronautical RFP Process

- How we got here...
- RFP Process
 - Started December 2022
 - On agenda every month since
 - RFP published September 14, 2023
 - Proposals were due January 31st
 - Four (4) proposals received
 - Selection Committee review
 - February 15th meeting
 - Initial review of and discussion of submittals
 - March 21st meeting
 - Continued review and discussion
 - April 25
 - Interviewed (3) proposers
 - Technical advisors
 - Ron Fairfax (20-year board member and Board Treasurer)
 - Nathan Cuvala (Ardurra – engineering)
 - Brian Blackburn (staff/FBO experience)
 - Peter Kirsch (legal)
 - Jim Laski (legal)
- As a reminder from legal counsel, the “cone of silence” for the Board and Selection Committee members remains in place

Future Aeronautical Development RFP

► Selection Committee recommendation: Clay Lacy Aviation

FMAA RFP for Hangar Development/FBO: Average Scores of RFP Committee for Each Criteria

Item	Criteria	Weighting Factor	Raw Score	Weighted Overall Score	Clay Lacy	Blaine County Aviation	Sky Harbour
1	Extent to which proposer commits to development that fits within the design aesthetic that characterizes the Wood River Valley and the natural environment; commits to incorporate sustainable construction and structures, be LEED compliant, reduce carbon footprint, utilize solar generation, and consider other sustainable practices as feasible.	6	(0-5)	(Max 30)	30	27.75	18.75
2	Quality, thoroughness and practicality of financial proposal; extent to which Authority financial contribution is contemplated.	6	(0-5)	(Max 30)	28.2	27	22.5
3	Proposer's financial responsibility and capability to construct the improvements and to initiate operations.	5	(0-5)	(Max 25)	23.125	21.25	21.25
4	Proposal demonstrates Proposer's commitment to the Valley's and Airport's community values including plans to comply with the voluntary noise abatement policies and procedures, and general contributions to the community: design of facilities is consistent with esthetic of the Airport.	5	(0-5)	(Max 25)	25	24.375	17.5
5	Consistency of proposed facilities and operations with the Airport's Minimum Standards and Rules and Regulations (as amended) and other Authority/City/County requirements.	4	(0-5)	(Max 20)	20	19	17
6	Proposer's key personnel experience with design, finance, construction, operation, maintenance and repair of commercial aeronautical facilities.	3	(0-5)	(Max 15)	13.875	12.375	12.75

Raw Scoring:

- 5 – Outstanding
- 4 – Very Good
- 3 – Satisfactory
- 2 – Barely Acceptable
- 1 – Inadequate
- 0 – Unacceptable

Score:

(Max 145)

140.2

131.75

109.75

Future Aeronautical RFP Process

- ▶ Board discussion
- ▶ Public comment

ACTION:

Motion to accept the Selection Committee's recommendation to commence negotiations of a formal agreement with Clay Lacy Aviation



Action



Off-Site Rental Car Operating Agreement

Off-Site Rental Car Operating Agreement

- Moment Luxury Vehicle Rentals
- New type of Agreement for the airport
 - Demand from multiple similar operators
 - Considers current agreements with “on-airport” partners
 - Limits to three (3) “on-airport” RAC
 - Numerous examples collected
 - Extensive legal review and coordination
- Additional service option for our customers
- Additional revenue source for the airport
- Discussion and consideration of approval

ACTION:

Motion to approve the proposed License and Use Agreement for Off Airport Premises Rental Car Operator with Moment Luxury Vehicle Rentals to allow off-airport rental car operations at the airport in conformance with the terms and conditions as presented



Updates and Discussion

New Business

None



Updates and Discussion

Continuing Business

Miscellaneous

BUDGET DEVELOPMENT FY 2025



FY 2025 Draft Budget – Operational

Amendments Since June 4th Presentation

- ▶ Reviewed by Finance Committee
- ▶ Operational Revenue
 - Interest Revenue, added \$50k
- ▶ Operational Expenses
 - Service Provider – AOB Services, Increased \$15k
- ▶ Operational Net Position
 - Increased \$35k
 - Revised Revenue: \$7,274,108
 - Revised Expenditures: \$5,166,591
 - Operational Net Position: \$2,107,517
- ▶ Total Net Position
 - Including Capital: \$(2,117,484)

FY 2025 Draft Budget – Capital

- ▶ “C” Revenue and Expenses
 - Revenues
 - AIP, CFC \$600,000
 - Expenses
 - Contingency Fund \$2,000,000
 - Airfield & General Improvements \$2,000,000
 - Buildings and Improvements \$450,000
 - Equipment/Vehicles \$310,000

Next Steps

Notice of Budget Hearing

- ▶ Notified County Clerk prior to 06/27
- ▶ Post Outside Admin Building 07/03
- ▶ Publish in the Newspaper 07/10 & 07/17

Budget Hearing

- ▶ August 13th 5:30PM





Budget Draft

Questions



Construction and Capital Projects

None





Airport Planning Projects

None





Public Comment

Executive Session

- ▶ **Action** – Motion to adjourn to Executive session:

I.C. §74-206(1), (f) communicate with legal counsel to discuss legal ramifications for controversy imminently likely to be litigated.



Thank You!

