

INFORMATIONAL MEETING  
WALKER FIELD AIRPORT AUTHORITY  
April 8, 1982

Members Present: Rick Enstrom, Frank Dunn and George White. Airport Manager Paul Bowers, Clerk Mary Ann Harms and Attorney Randy Pearce:

Guests Present: Duane Phelps, Frontier Airlines; Dick Schmitz, Continental Airlines; Joes Bestgen, Avis; Ken Cox, National; Daren Cyphers, Hertz; and Steve Hodge representing Western Slope Telephone Company

(Due to lack of quorum, regular meeting was not convened; a discussion of agenda items on an information basis only was held.)

Mr. Bowers explained some changes in the proposed parking lot plan/layout, noting ticket splitter locations need to be changed due to unavailable equipment (both technologically and economically) and this modification makes it work simply and economically. It was modified so a person dropping someone off on the terminal road and then parking their vehicle would exit the cashier then enter the parking lot from the bottom of the westside rather than going through another splitter at the top of the lot on the west side. This still allows someone to drop off a passenger and enter the lot without having to go all the way around, and eliminates the need for a sophisticated and costly ticket splitter with re-read capability. The new terminal roadway system will be done by August in time for the air show, so construction must begin in June. Commissioner White commented it was a good plan as long as a reasonable amount of "free" time is allowed in the drop off zone.

Bid openings on the Advertising Space, Old Terminal Building, Car Rentals and New Terminal Concessions were held on Wednesday, April 7. The results on the Advertising, Rent A Cars and Concession spaces are summarized and attached for your information. The two bids received on the old terminal are also attached but rather than summarized they were discussed at the meeting as follows:

Jack Treece offered a package for a combination office/T-hangar/fuel sales operation. He guaranteed \$50,000 rent per year on the building and land and a 6¢/gallon fuel flow fee.

Wildflower ("Flower") Aviation from Pueblo offered a base rent of \$2,000/month plus: 5% of fuel sales, charters, rentals, hangars and tie downs, aircraft maintenance, flight school, and any other on-premise retail sales; 1% on aircraft sales; and 5% on all rents received from

sub-tenants. They asked for a restaurant, lounge and package liquor store but would work with the new terminal restaurant/lounge operator on a satellite type of operation. The lease term would be for 20 years with a ten year renewal option.

Flower estimates fuel sales for the first two years will be approximately 100,000 gallons per year or an estimated \$105,000 in revenue to the Authority at 5% of fuel sales (an annual income of approximately \$129,000 to the Authority; \$24,000 annual guarantee plus \$105,000 fuel sales %). Attorney Pearce was asked to notify Monarch regarding "negotiation" as specified under their contract with the Authority with an eye toward accepting the Flower proposal and completing a contract with Flower Aviation.

A brief discussion of the phone system was initiated by the contingent bid by Western Slope Telephone for concession space in the new terminal building. Board members present asked that formal proposals be made by Mountain Bell and Western Slope Telephone Company at the next Authority meeting.