

WALKER FIELD AIRPORT AUTHORITY

BOARD RETREAT

July, 1989

GENERAL GOALS:

WHAT DOES THE BOARD WANT THE AIRPORT TO BE?

- Freight mini-hub (or more)
- Second parallel runway
- New terminal building
- Airport takes parking lot
- Landscaping
- Land acquisition
- Additional air carriers
- Get away from spoke on Denver hub
- Impact of Denver on GJT
- Bring something to the community for economic development (What is the community?)
- Increase traffic

WHAT BUSINESS ARE WE IN?

- Providing aeronautical facilities
- Commercial development
- Promote our business to increase revenue

WHAT ARE OUR STRENGTHS?

- Runway
- Elevation
- Weather

WEAKNESSES

- Ski business (shrinking market area)
- I-70
- Terminal building
- Enplaned passengers

SUMMARY

- 1) Stay open
- 2) Promote local traffic
- 3) Promote people coming to G.J.
- 4) Develop new aeronautical business
 - a. Air freight carrier
 - b. Other commercial aeronautical business
- 5) Airline overhaul center
- 6) Training flights
- 7) Air freight hub
- 8) Tourism support
 - Ski
 - Non-ski
 - Dinosaurs

NOTES TAKEN BY JOHN LEANE:

Goal: Develop a revenue stream sufficient to maintain a first class airport facility

Objective: Maximize revenue from building and grounds we already own

1. Investigate possibility of regional hub-air freight
2. Investigate airline overhaul facility
3. Investigate use of facilities as practice area (training) for commercial airlines
4. Pursue National Guard/Reserve use of our land
5. Airport parking revenues
6. Office space rental- remodel
7. Concessions rentals
8. Restaurant re-open
9. Support & encourage FBO's to add new business

Objective: Increase local flyers

- 1) Sports; 2) Shopping; 3) Weekends
- Package trips to Denver, Salt Lake, Phoenix
 - Promotions
 - a. Discounts- special days
 - b. Give-aways
 - c. Drawings- free flight coupons

Objective: Increase passengers coming to Grand Jct.

- 1) Museum package programs- dinosaur
- 2) Snowbird flights/skiers
- 3) Work with smaller regional airports to develop GJT as a hub for them
- 4) Cooperate with VCB/State Board of Tourism

Other Topics Which Were Discussed:

- Provide reduced landing fees for commercial training flights
- Research locations of current overhaul facilities (commercial and military)
- Set up reserve fund for terminal building to finance inevitable repairs; remodel the terminal building to better-utilize space; consider possibility of building a new terminal in the future.
- Resources which could be utilized to assist us in marketing:
 1. Mesa State College to assist in market research
 2. MCEDC
 3. Local college and university alumni associations
 4. Welcome Wagon
 5. Local real estate agents
- The status of ground transportation services and how they might be improved
- Once marketing research has been completed, should a consultant be hired to assist in "getting our foot in the door" with air freight and/or commercial airline contacts
- How the placement of military facilities on airport property might be used to assist us in acquiring the BLM property

LONG TERM CAPITAL IMPROVEMENTS PROGRAM FOR WALKER FIELD

1.	Reconstruct Jct. Jet Apron	\$ 991,600
2.	Rehabilitate Apron	150,000
3.	Deicing Pad & Holding Pond	318,000
4.	Air Carrier Electrical	50,000
5.	Construct Cargo Road & Access Gates	96,400
6.	Access Control	50,000
7.	Master Plan Update	50,000
8.	Acquire Land (2,280 acres)	190,400
9.	Fencing Projects- High Priority	142,215
10.	Reconstruct West Star Apron	337,898
11.	Taxiway 'A' MITL	203,900
12.	Taxiway 'C' MITL	87,600
13.	Relocate 4/22 VADI & REIL	97,500
14.	Relocate ARFF Training Facilities	126,500
15.	Develop Runway 4/22 Apron	1,473,252
16.	Expand Air Carrier Apron	2,158,665
17.	Rehabilitate- Taxiway A	438,700
18.	Plant Mix Seal- Runway 4/22	166,175
19.	Other Fencing Projects	547,785
20.	Construct Fuel Farm Road	32,000
21.	Runway 29 - Phase 3 Safety Area	448,500
22.	Construct New ARFF Facility	373,800
23.	Construct Control Tower	3,450,000

	Subtotal	\$11,981,140

PROJECTS NOT ELIGIBLE FOR FEDERAL DOLLARS

24. Currier Drainage	\$ 18,000
25. Airport Signage	20,000
26. Develop Irrigation & Landscaping	264,500
27. Clean Up Concrete Dump	50,000
28. Terminal Canopy Repairs	25,000
29. Underground Electric Service	75,000
30. Develop Bus Access to Terminal	45,333
31. Expand Terminal Auto Parking	330,700
32. H Road Improvements Assessment	85,000
33. Chip Seal Roads & Auto Parking	75,000

Subtotal \$ 988,533

TOTAL \$ 12,969,673

Goal: Develop a revenue stream sufficient to maintain a first class airport facility

Objective: Maximize revenue from building & grounds we already own

1. Investigate possibility of Regional Hub - Air Freight

2. Investigate airline overhaul facility

3. Investigate use of facilities as private area for commercials

4. Review National Guard / Review use of air lands

5. Airport parking revenues

6. Office space rentals - remodel

7. Concessions rentals

8. Restaurant program

9. Support & encourage FBO's to add new business

Objective: Increase local flyers

1. Package trips to Denver

2. " " Salt Lake

3. " " Phoenix

4. Promotions

a. Discounts - special days

b. give aways

c. Drawings - free flight coupons

① Sports
② shopping
③ airports

III Increase passengers coming to G.I.

1. Museum package programs - dinosaur
2. Snowbird flights / skiers
3. Work with smaller regional airports developing as a hub for them
4. Cooperate with VCB / State
Brady Johnson

- Find the ski charters & divisions who fly into Denver but can't fly into Vail & Aspen (i.e. 757)

- Let's promote the business we're in %
air travel

- Reduced landing fees - for training flights
- Research locations of current ~~air~~ facilities
 1. Commercial & military
- Set up reserve fund for terminal

- airline ~~mechanical~~ center
- Training flights
- Air freight
- Tourism support
 - Ski
 - Non-ski
 - Dinosaurs

- Marketing
- Bring in the military

- Public Soc. funds for undergrounding
- Capital Improvements
- Resources to Accomplish this
 1. Put together research project proposals for Mesa State
 2. MCEDC
 3. Alumni Associations
 4. Welcome Wagon
 5. Real estate

- How to handle complaints & direct them to responsible parties