

Contents of email sent by John Mayes to the Airport Authority for consideration as public comment on the matter of the Airport Manager. Distributed and posted 12/20/2017 upon receipt.

Dear Steve,

As you know, I have been reflecting a bit on the airport manager position and the airport budget in general. My thinking is as follows:

1. Our first priority should be to run the airport so it doesn't consume more revenue than it takes in (the way we should all live our lives). Given this, my strategy for making this happen would be to raise revenue and cut expenses so we are attacking it from both ends.
2. For raising revenue, we should enforce the rules on the books today. There are many airplanes that are at the airport that are not paying their personal property tax. We should implement a plan to fix this.
3. We have revenue coming in from the rock sales. That is good for now, but we need to start planning for not having that revenue today, not later when it goes away and we have to scramble. Building the budget to run in the black without rock sales should be our goal.
4. Some of our larger expenses at the airport include personnel. Since we have no major projects at the airport in process or planned for the future, I believe we only need a part-time manager. We should define the tasks of the manager and automate as many of them as possible.
5. If we can do snow removal on a contract basis, I think we could get by with a part-time maintenance person. I think someone (I can do it, if you wish) should look into the economics of this.
6. We should look at the airport budget and go through the top 10 expense categories and see what can be done to minimize these expenses. There is undoubtedly some fat that can be cut.
7. We should also look at business development at the airport. The person for that job has a different skill set than an airport manager and should probably be a consultant.

Our airport is not sustainable if we spend more than we make. If we do this right, we can operate with a surplus and have money in the bank for those "once in a lifetime unexpected expenses" that happen a few times each year.

Thank you,

John