

MEETING MINUTES
AIRPORT OPERATIONS COMMISSION MEETING

Wednesday, June 8th, 2022 – 8:00 a.m.
Waukesha County Airport
Terminal Building Conference Room
2525 Aviation Drive

In Attendance.

Commissioners: Mike Crowley, Abby Lorenz, Shawn McCauley, Kurt Weis
Staff: Kurt Stanich, Aimee Scrima, Sarah McCalvy, Tracy Shilobrit
Others: Jason Curran

Public comment/correspondence.

None.

Approve or Modify Meeting Minutes from May 11th, 2022.

Meeting Minutes approved by Commissioner Weis and second offered by Commissioner McCauley. Motion approved unanimously.

Chairman's Report.

None.

Discussion and Action on Assignment and Assumption for 2321 Aviation Drive.

Motion to approve offered by Commissioner McCauley and second offered by Commissioner Lorenz.
Motion approved unanimously.

Discussion and Action on Hangar Land Lease Agreement between Waukesha County and Metro Hangar Partners, LLC for 507 Bluemound Road.

Motion to approve offered by Commissioner Chairman Crowley and second offered by Commissioner Lorenz. Motion approved unanimously.

Marketing Report.

Report prepared by Tracy Shilobrit from Meta4 Marketing & Communication, at the direction of Waukesha County Airport management.

The intent of the survey was to provide data and feedback to help determine the relative strengths and weaknesses of the airport, its primary competition and opportunities for customer retention and future growth.

The 2022 online survey was completed in May 2022 by 241 individuals compared to 169 in 2020 and 158 in 2018.

Customer Satisfaction

UES again won the highest ratings vs. all competitor airports by a landslide, as 93% rated the airport as somewhat or very favorable, up 4% from 2020 and 6% from 2018.

Hangar Satisfaction

Hangar rental and land lease satisfaction has steadily increased from 36% in 2018 to 46% in 2020 and to 61% in this year's survey. In the 2020 survey, only 13% noted any dissatisfaction. The overwhelming reason for dissatisfaction is the poor condition of the T-hangars and the major repairs that are needed and not yet completed for the roofs and doors.

We note from airport management that there is also a growing wait list of about 30 aircraft owners who are seeking hangar space that is currently unavailable at UES. This unmet demand is a concern that should be addressed in short and long-term planning.

Loyalty

Tenant loyalty has increased considerably with 97% saying they are staying here for a year, compared to 81% in 2020, and 93% saying they intend to retain their hangars for 3 years, an increase of 13% over 2020. In 5 years, 84% of tenants intend to remain at the airport, an increase of 13% since the 2020 survey. There were also numerous positive comments about the airport, which indicates a high level of satisfaction and loyalty with the customer experience provided.

Generational Transition

For many years, we have been concerned about the aging tenant population and the need to replace those who are aging out of aviation with younger pilots. The good news is that this transition is happening, which we can see in some of the data, but attention should continue to be paid to attracting new customers as tenants and visitors.

Fuel Sales

This is the third tenant survey in which Waukesha County Airport has had two competing FBOs selling fuel to all aircraft on the field. Stein's has continued to take market share from Atlantic, with 41% of survey respondents now buying primarily from them, while Atlantic's market share is down 16% since 2018. However, both providers face headwinds if their fuel prices continue to be higher than most competing airports during the current inflationary environment.

Competition

While UES continues to be the favorite airport and favorite place to buy fuel, the competition has shifted. Burlington, Sullivan and Dodge County have emerged as potential competition for hangar tenants, especially with the current waiting list at UES. Rising fuel costs and higher prices at UES may also drive away fuel revenues to lower cost providers, as they have in the past.

The full Waukesha County Airport Tenant Survey Results can be accessed by contacting the Waukesha County Airport Administrative Offices.

Operations Report.

May 2022 Fuel Farm Flowage: Jet A fuel sales increased by 69% in May 2022 compared to May 2021. 100LL sales were up 197%. Total fuel sales were up 80%. Overall total gallons up 35%.

Tower Operations: Total Traffic increased by 19% compared to May last year. General Aviation increased by 21%, Air Taxi decreased by 4% and there were 10 military aircraft compared to 15 in May 2021.

Regional airports comparison for May 2022 shows Waukesha ahead of Kenosha, Janesville, Timmerman, and Waukegan General Aviation operations.

Hanger inspections in progress to ensure compliance; each hangar must have an airplane.

Manager's Report.

Food Truck Friday events are in progress and numbers are up, the airport estimates 200 to 250 per gathering. Capital Flight is expected to break ground in the Fall and Airtoberfest is set for October 1st at Stein's.

The Budget process is currently underway. This year there will be an operational shift to bring snow removal in house, however, the airport will be taking a hybrid approach and partially utilizing the contractor due to the contract and transitional needs.

T-Hangar roofs are being addressed and the County is looking into insurance and state coverage to offset costs. Hanger inspections are in progress to ensure compliance that each hangar have an airplane.

Future Commission Items.

None.

Adjourn Meeting.

Motion to adjourn offered by Commissioner Lorenz and second offered by Commissioner Weis. Motion carried unanimously. Meeting adjourned at 9:10 a.m.

Respectfully Submitted,



Kurt J Weis

Secretary
Waukesha County Airport Operations Commission