



**NOTICE AND AGENDA OF MEETING OF THE
MESA GATEWAY AIRPORT AUTHORITY
BOARD OF DIRECTORS**

Pursuant to A.R.S. § 38-431.02, notice is hereby given to the members of the Mesa Gateway Airport Authority and to the public that the Mesa Gateway Airport Authority will hold a meeting open to the public on **Tuesday, February 18, 2025 beginning at 9:00 a.m.** in the Board Room (Saguaro A & B) of the Gateway Administration Building, 5835 South Sossaman Road, Mesa, Arizona. Members of the Mesa Gateway Airport Authority may attend either in person or by audioconference. The Board may vote to hold an executive session for the purpose of obtaining legal advice from the Board's attorney on any matter listed on the agenda pursuant to A.R.S. § 38-431.03 (A)(3)&(4).

The agenda for the meeting is as follows:

1. Call to Order (Mayor Julia Wheatley, Chair)

Members of the Mesa Gateway Airport Authority will attend either in person or via videoconference.

2. Pledge of Allegiance

3. Call to the Public

Members of the Board may not discuss items that are not on the agenda. Therefore, action taken as a result of public comment will be limited to directing staff to study the matter or scheduling the matter for further consideration and decision at a later date. Maximum of three minutes per speaker.

4. Executive Director's Report - J. Brian O'Neill, A.A.E., Executive Director/CEO

- **Gulfstream Report**
- **Virgin Galactic Report**
- **Boyer/Gateway East Report**
- **SkyBridge Arizona Report**
- **Gateway Commerce Center III**
- **Redevelopment Project Report**

5. Fiscal Year 2026 Budget Presentation – Chuck Odom, Chief Financial Officer

6. Consent Agenda

- a) **Minutes** of the Board Meeting held on **January 21, 2025**.
- b) **Resolution No. 25-05 – Authorizing the purchase of a vehicle from San Tan Auto Partners, LLC, dba San Tan Ford (San Tan Ford), in an amount not to exceed \$60,000 under CIP 1278.**

- c) **Resolution No. 25-06** – Authorizing the purchase of Jet A and 100LL Avgas fuel from **Ascent Aviation Group, Inc. (World Fuel)** for Airport Authority resale in the amount of \$2,225,000.

7. Board Member Comments/Announcements

8. Next Meeting: Tuesday, March 18, 2025 at 9:00 a.m.

9. Adjournment

Persons with a disability may request a reasonable accommodation, such as a sign language interpreter, by contacting Misty Johnson at 480-988-7607 or mrjohnson@gatewayairport.com. Requests should be made as early as possible to allow time to arrange the accommodation.



- Airport Reports a 17% Increase in Passenger Activity in December
- Allegiant Begins Nonstop Service to Colorado Springs on February 12th
- Airport Holds Triennial Emergency Preparedness Exercise
- Private Development Projects Keep Airport Staff Busy
- Concrete Being Placed on Runway 12R/30L Reconstruction Project
- Real ID/Arizona Travel ID Deadline is May 7, 2025

Executive Director's Report February 2025



Air Cargo is an Important Part of Gateway Airport's Success

Financial Snapshot

OPERATING INCOME	December		Month Variance	FYTD Comparison		FYTD Variance
	2023	2024		FY24	FY25	
Revenues	\$2,391,211	\$2,890,550	\$499,339	\$14,802,420	\$16,020,313	\$1,217,893
Less Expenses	\$2,147,591	\$2,790,850	\$643,259	\$12,895,348	\$14,223,410	\$1,328,062
Operating Income (Before Depreciation)	\$243,620	\$99,700	(\$143,920)	\$1,907,072	\$1,796,903	(\$110,169)

Investment Fund Balances: As of December, the Local Governmental Investment Pool (LGIP) 700 = \$6,652,311; Wells Fargo; Collateralized Money Market = \$5,514,077 and Commercial/Paper Brokered CD's = \$57,483,612; Total \$69,650,000.

Finance and Accounting

Mesa Gateway Airport Authority (MGAA, Authority) reported a net operating income of \$99,700 for December 2024 and a fiscal-year-to-date 2025 (FYTD25) net income of \$1,796,903.

December aeronautical revenues increased by 22% on a year-over-year monthly comparison. The increase was generated by a record month for retail fuel sales (36%) and lease income (26%). December non-aeronautical revenues increased by 19%. December was also a record month for parking revenues.

Operating expenditures for December increased by 30% and totaled \$2,790,850. The increase is attributed to three payroll periods recognized during the month, resulting in a \$524,599 variance from the previous year.

FYTD25 operating expenditures are 3% under budget.

Calendar Year 2023 and 2024 Operational Metrics			
METRIC	2023	2024	% Change
Total Commercial Passengers	1,876,110	1,886,526	1%
Total Aircraft Operations	262,097	309,191	18%
Aircraft Landing Fee Revenue	\$1,571,844	\$1,737,612	11%
Terminal Tenant Lease Revenue	\$164,731	\$182,867	11%
Airline Terminal Use Fee Revenue	\$275,090	\$305,800	11%
Gallons of Aviation Fuel Delivered	17,766,240	18,225,677	3%
Operating Revenue	\$30,301,952	\$32,678,404	8%
Terminal Concession Revenue	\$1,448,418	\$1,477,507	2%
Facility/Land Lease Revenue	\$4,644,562	\$5,085,048	9%
Ground Transportation Revenue	\$246,349	\$255,526	4%
Car Rental Revenue	\$3,033,667	\$3,216,626	6%
Vehicle Parking Revenue	\$4,702,507	\$5,013,835	7%
Net Operating Income	\$4,297,068	\$4,000,973	-7%
Fuel Sales - Gross	\$6,812,352	\$8,602,286	26%

Active/Pending Solicitations

TYPE OF SOLICITATION	Number	Title	Anticipated Contract Award
Request for Qualifications	2025-003-RFQ	South Apron Aeronautical Development	March 2025
Request for Qualifications	2025-006-RFQ	Air Service Development Consulting Services	April 2025

Future Solicitations

TYPE OF SOLICITATION	Number	Title	Scheduled for Release
Invitation to Bid	2025-005-IFB	Fire Tank Valves Replacement	February 2025
Request for Qualifications	2025-008-RFQ	Business Plan Continuity Development	February 2025
Request for Proposals	2025-004-RFP	Airport Website Redesign	March 2025

Airport Operations

Airport Holds Triennial Emergency Preparedness Exercise



First Responders in Action During 2025 Triennial Emergency Preparedness Exercise

MGAA would like to thank Director of Operations, Security, and Maintenance Margi EvanSon, Airport Operations Manager Ivan Smith, Security and Compliance Manager Trevor Bastien, the entire Operations Team, and many other MGAA employees for a great job coordinating this year’s Triennial Emergency Preparedness Exercise. Live training drills like these are invaluable and help build stronger relationships, increase communication, improve emergency response coordination, and better prepare the Authority, first responders, and mutual aid organizations for an actual emergency.

There were many participating municipalities, agencies, airports, companies, and volunteers that generously gave their time, energy, and expertise to make this year’s training exercise event a success. MGAA would like to acknowledge everyone on the next page for a job well done! Thank you for being an important part of this year’s mock live drill.

<p>Fire Department Responders:</p> <ul style="list-style-type: none"> • Mesa Fire • Gilbert Fire • Queen Creek Fire • Superstition Fire • Chandler Fire • Scottsdale Fire <p>Law Enforcement Responders:</p> <ul style="list-style-type: none"> • Mesa Police Department <p>Air Ambulance Service Responders:</p> <ul style="list-style-type: none"> • Banner Air (2 units) • Native Air (1 unit) 	<p>Evaluator:</p> <ul style="list-style-type: none"> • Phoenix Fire Department ARFF <p>Mesa Gateway Airport:</p> <ul style="list-style-type: none"> • Airfield Operations • Airport Control • Gateway Aviation Services • Terminal Operations • Airfield Maintenance <p>Media:</p> <ul style="list-style-type: none"> • Channels 3, 5, 10, 12
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Allegiant Begins Nonstop Service to Colorado Springs on February 12th



Lots to See and Do in Colorado Springs

Beginning February 12, 2025, Allegiant will begin offering twice-weekly nonstop service from Mesa Gateway Airport (Airport, Gateway Airport) to Colorado Springs, CO. The Colorado Springs area beckons all types of travelers, but if you're a nature lover and adventurer, you'll especially enjoy visiting Pikes Peak. Each year, visitors from around the world grab their hiking boots and cameras and explore natural sights like awe-inspiring Pikes Peak, Royal Gorge, Seven Falls, and Garden of the Gods.

Sports enthusiasts should stop by the state-of-the-art U.S. Olympic & Paralympic Training Center or the U.S. Olympic & Paralympic Museum and Hall of Fame – a must-visit for fans of the Olympic Games. For more information and to book your trip to Colorado Springs, please visit www.allegiantair.com.

PASSENGER COUNTS		December		% Change	FYTD		% Change
		2023	2024		FY24	FY25	
Passengers	TOTAL	167,210	196,249	17%	850,635	897,184	5%
	Deplaned	84,769	99,838	18%	431,734	458,509	6%
	Enplaned	82,441	96,411	17%	418,901	438,675	5%
Allegiant	Scheduled	161,250	190,254	18%	836,448	879,058	5%
Sun Country	Scheduled	5,960	5,995	1%	14,187	18,187	28%

OPERATIONS	December		% Change	FYTD		% Change
	2023	2024		FY24	FY25	
Air Carrier	1,167	1,375	18%	5,908	6,849	16%
Military	163	172	6%	1,245	1,005	-19%
General Aviation	19,459	18,903	-3%	131,451	139,645	6%
TOTAL	20,789	20,450	-2%	138,604	147,499	6%

Community Noise Report

CALLERS	December		FYTD	
	2023	2024	FY24	FY25
Total	12	8	60	49

AIRCRAFT TYPE	December		FYTD	
	2023	2024	FY24	FY25
	Callers	Callers	Callers	Callers
Commercial	7	5	29	22
GA Total	4	3	14	21
Helicopter	0	0	17	6
Military	1	0	0	0
Total	12	8	60	49

MGAA received communications from a total of 8 individuals regarding aircraft noise issues during the month of December 2024, compared to 12 individuals last December.

LOCATION	December		FYTD	
	2023	2024	FY24	FY25
Mesa	3	2	13	11
Gilbert	4	2	29	24
Gold Canyon	0	0	0	0
Queen Creek	4	1	15	5
Queen Valley	1	1	2	4
Apache Junction	0	1	0	2
San Tan Valley	0	1	1	2
Chandler	0	0	0	0
Florence	0	0	0	1
Goodyear	0	0	0	0
Phoenix	0	0	0	0
Tempe	0	0	0	0
TOTAL	12	8	60	49

Gateway Aviation Services



Jason Walker Fueling an Aircraft

Each month, Gateway Aviation Services, the Airport Authority owned and operated fixed base operator (FBO) reports the number of gallons of fuel sold in a variety of categories. Highlights for December 2024 include a 28% increase in AvGas, a 74% increase in Retail Jet A, and a 36% increase in Commercial fuel. For the month of December, Gateway Airport's FBO pumped more than 1.88 million gallons of aviation fuel, a 30% increase compared to last December. YTD25, the Airport has pumped 8,843,408 total gallons of aviation fuel, seven percent more than the same time period last fiscal year.

FUEL (Gallons)	December			FYTD		
	2023	2024	% Change	FY24	FY25	% Change
AvGas	33,618	42,931	28%	206,622	292,112	41%
Retail Jet A	60,607	105,646	74%	331,555	515,789	56%
Contract	184,778	156,511	-15%	1,849,808	1,384,358	-25%
Commercial	1,136,116	1,545,053	36%	5,776,487	6,545,436	13%
Cargo	42,234	37,289	-12%	116,276	105,713	-9%
TOTAL	1,457,353	1,887,430	30%	8,280,748	8,843,408	7%

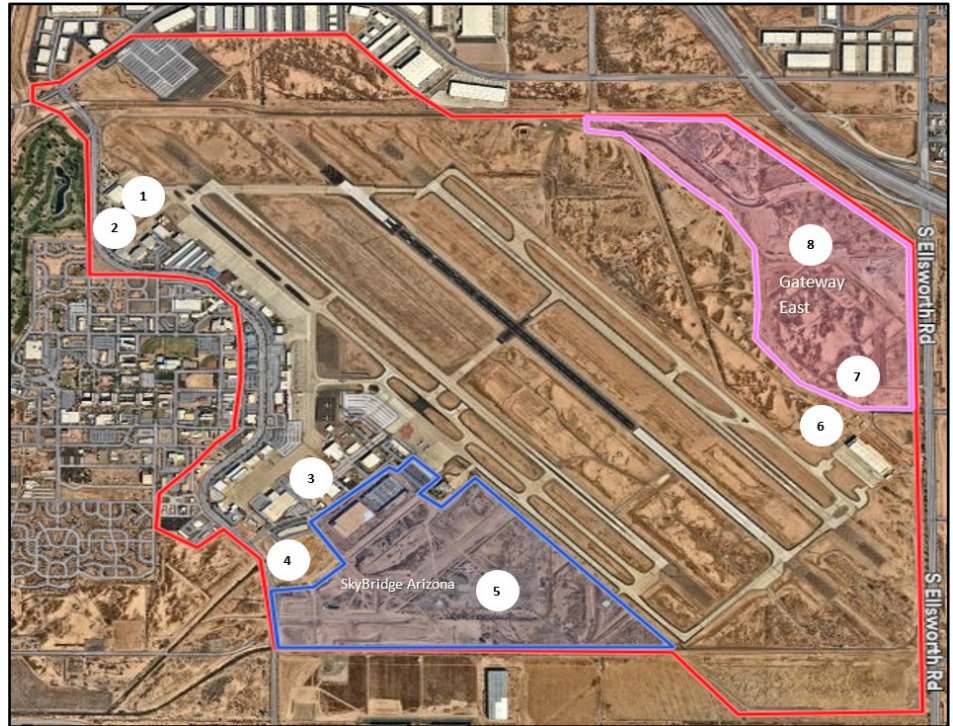
Business Development

Private Development Projects Keep Airport Staff Busy

On-airport private development of both aeronautical and non-aeronautical land is an important component of a successful airport. These long-term partnerships are a great opportunity to diversify an airport's revenue, create high-wage jobs, and strengthen the regional economy. Unfortunately, many airports do not have the available land to be able to attract private development.

Gateway Airport is very fortunate to have approximately 700 acres within its boundaries available for these types of private development projects and

currently has more than one million square feet of private construction underway. Global industry leaders including, but not limited to, Gulfstream (6), Virgin Galactic (1), Boeing (2), and XNRGY Climate Systems (7) are constructing facilities on-Airport. Other projects within SkyBridge Arizona (5), a 360-acre master development, Gateway East (8), a 273-acre Airport Business Park, and the Gateway Commerce Center III (4) are dramatically changing the landscape of the Phoenix East Valley. The Airport is also working with a local development team on an eight-acre aeronautical site (3) located in a prime location on the airfield.



Map of Current Private Development Projects Currently Underway at the Airport

Engineering, Planning, and Facilities

Concrete Being Placed on Runway 12R/30L Reconstruction Project



Concrete Being Placed on Runway 12R/30L

Over the past several years, Gateway Airport has completed several important facility projects including a new air traffic control, a 30,000 sq. ft. five-gate terminal addition, and an enclosed terminal connector. The Airport is now focusing on several airfield construction projects just as critical to the Airport's long-term operation. One project currently underway is the reconstruction of the Airport's inside runway, Runway 12R/30L. This two-year project, totaling approximately \$45MM, will replace much of the

10,400-foot 1940's era runway with new 16-inch concrete. That's a staggering 20,414 cubic yards of concrete just for Phase I. The old concrete that was removed from the runway has been crushed and will be used to strengthen the base underneath the new runway. Phase I is scheduled to be completed around May 1st. Depending on the issuance of the next federal grant, Phase II will begin later this year.

MGAA TEAM MEMBER SPOTLIGHT

Employee Name: Corey Gilbert
Employee Title: Fuel Facility Operator
MGAA Department: Gateway Aviation Services
Years with MGAA: 9+ Years



What are your job responsibilities for MGAA? I am responsible for operating and maintaining the Fuel Storage Facility and fuel equipment in a manner consistent with rules, regulations, and standards governing the handling of aviation fuel products. Facilitate the receipt, storage, dispensing, quality control, and record keeping of JetA, Avgas, Diesel, and Unleaded fuels. I ensure the highest level of safety and security at the Fuel Storage Facility.

What is your most memorable Gateway Airport moment? Working at Gateway Airport for almost 10 years, I have gained many memories. Over the years, I've been able to see Air Force One and multiple military aircraft up close; toured the Antonov, Boeing business jets, NASAs Super Guppy, and many others; and refueled Blue Angle F-18s and other one of a kind aircraft. But the one memory that stands out the most was when Gateway Airport had the B-29 "FIFI" here giving rides to customers. At the last minute, they had two customers no-show so they offered the two spots to the employees working that day and I was very fortunate to be one of the employees chosen for the once-in-a-lifetime experience.

What is something people may not know about you? Something people may not know about me is that I love woodworking, especially designing and building furniture and other miscellaneous items for my house.

Arizona's Travel ID Will Get You Through Airport Security After May 7, 2025

May 7, 2025 is the federal deadline for domestic airline travelers to have a federally compliant form of identification. If you plan to use your driver license or state-issued ID card for travel after that date, make an appointment at an Arizona Department of Transportation Motor Vehicle Division office to get your Arizona Travel ID.

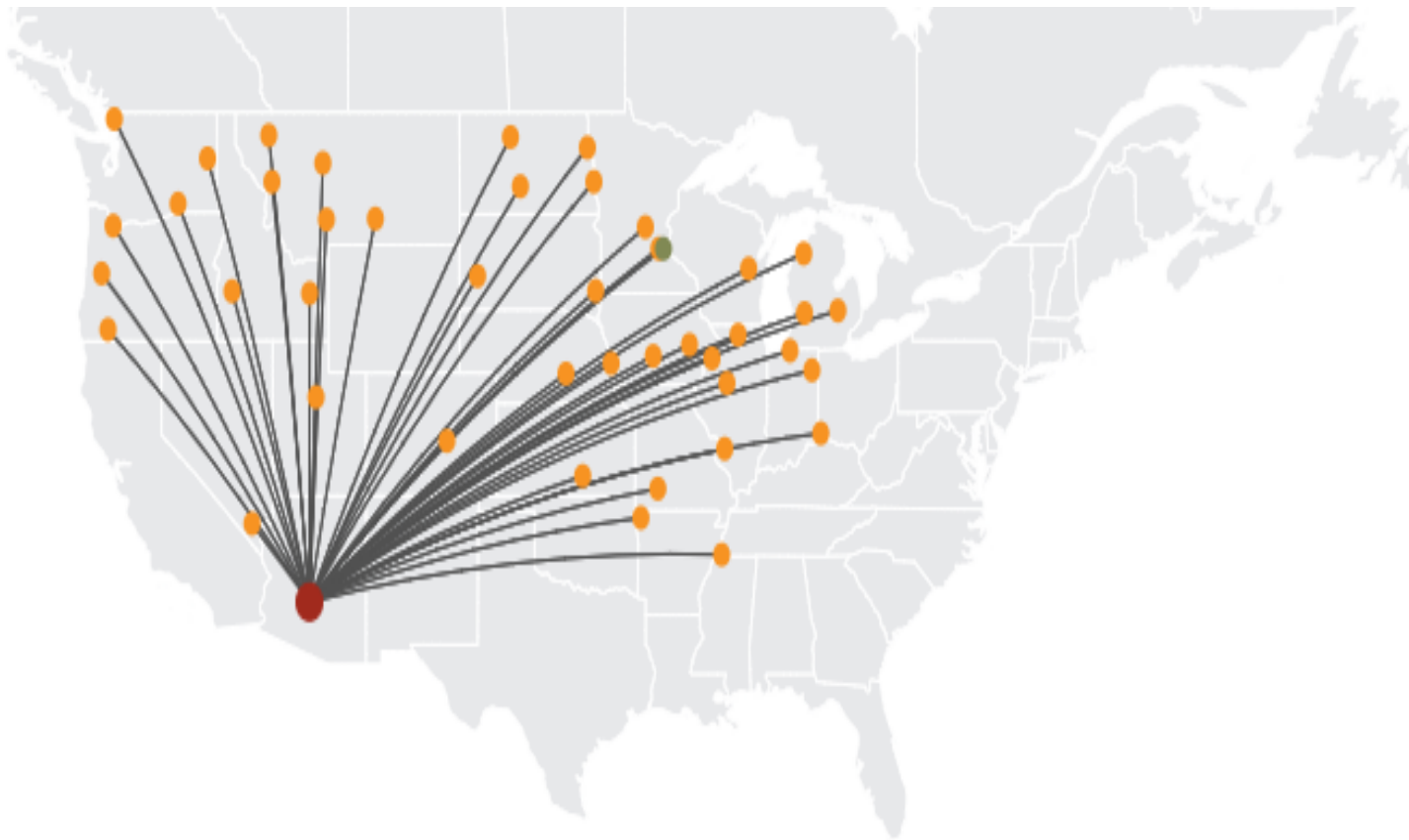
Without the Arizona Travel ID or other form of federally compliant identification such as a valid U.S. passport, you'll risk missing an airline flight because the standard Arizona driver license and ID card will no longer be accepted at TSA checkpoints as of May 7, 2025.

Fiscal Year 2026 Budget





Our Mission:

We strive to be the airport that air travelers choose, airlines prefer, and a growing number of businesses call home. We will provide exceptional customer service while operating Mesa Gateway Airport in a safe, secure, efficient, and fiscally responsible manner.



Airlines

-  Allegiant
-  Sun Country Airlines

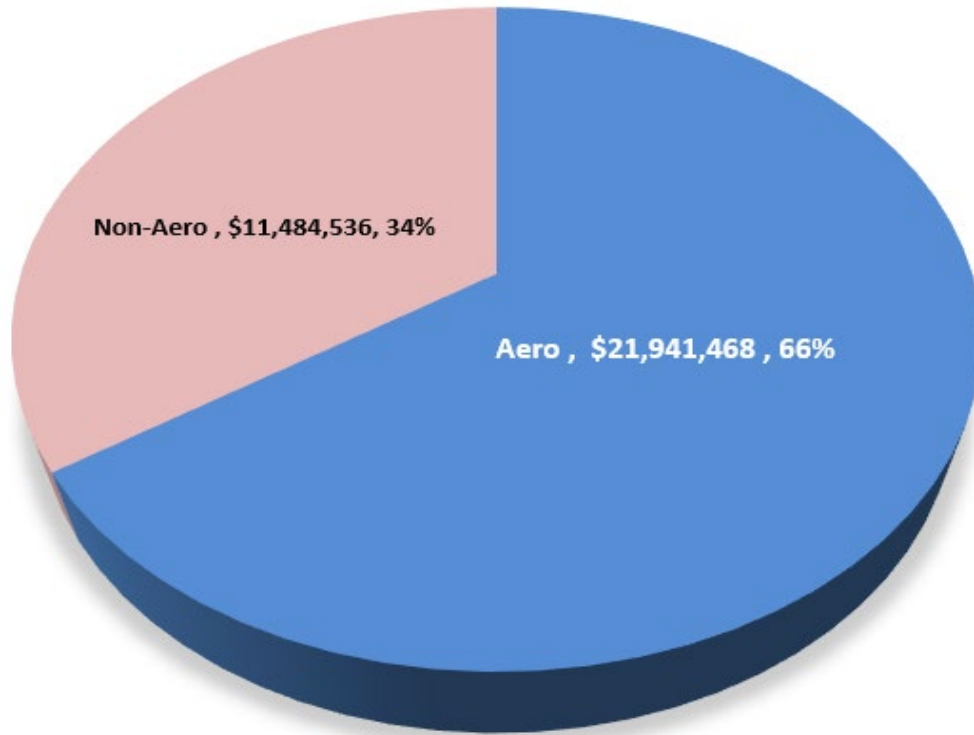
Budget Key Assumptions

1. Member contributions for FY26 will continue to partially fund capital improvements and promote the Airport.
2. Enplaning passenger activity is expected to increase in FY26's budget by 30,772 or 3% from FY25's budget.
3. Aero revenue is planned to increase \$1,719,873 or 9%.
4. Non-Aero revenue is budgeted to be up \$1,162,757 or 11%.
5. Air-Service Incentive Program carries over from previous fiscal year.
6. Operating Contingency is 10% of total expenses from unrestricted cash reserve.

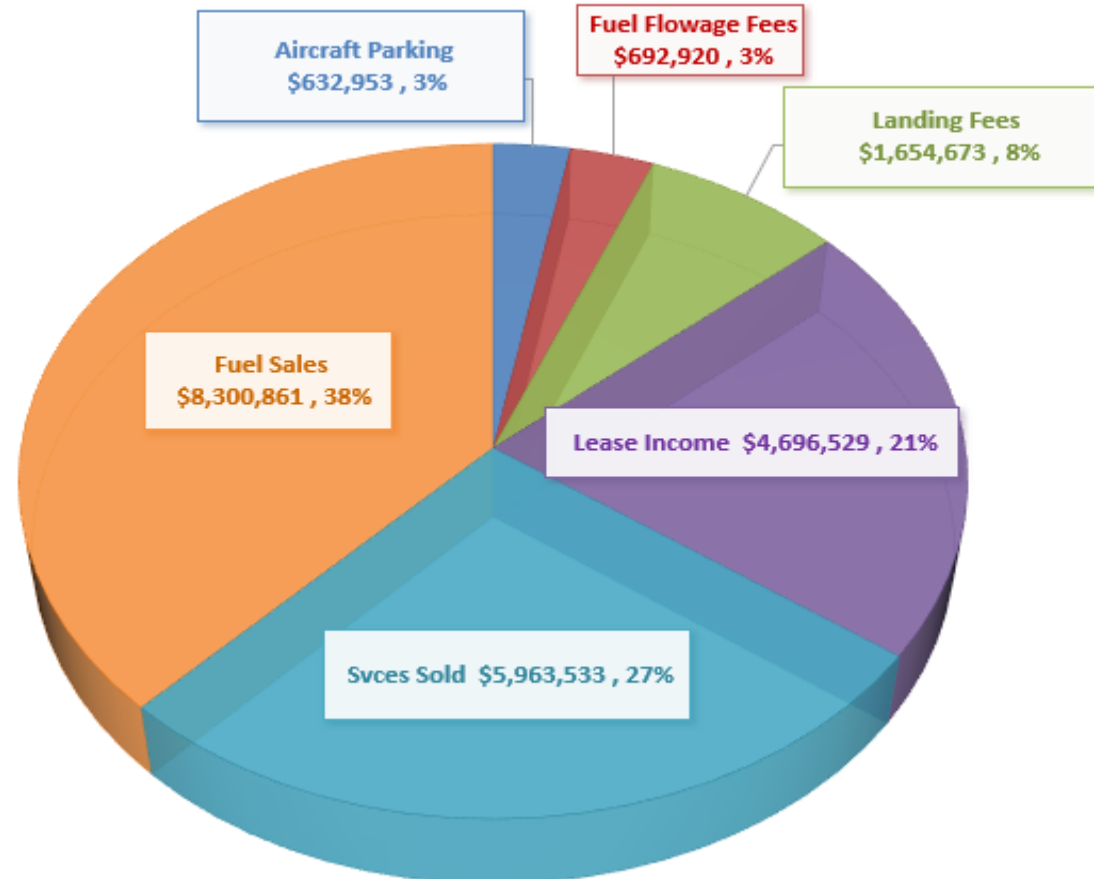
FY26 Operating Budget Revenue



Operating Revenues:	FY25 Budget	FY26 Budget	Difference	%
Aeronautical Revenue	\$ 20,221,594	\$ 21,941,468	\$ 1,719,874	9%
Non-Aeronautical Revenue	10,321,779	11,484,536	1,162,757	11%
Total Operating Revenue	\$ 30,543,373	\$ 33,426,004	\$ 2,882,631	9%



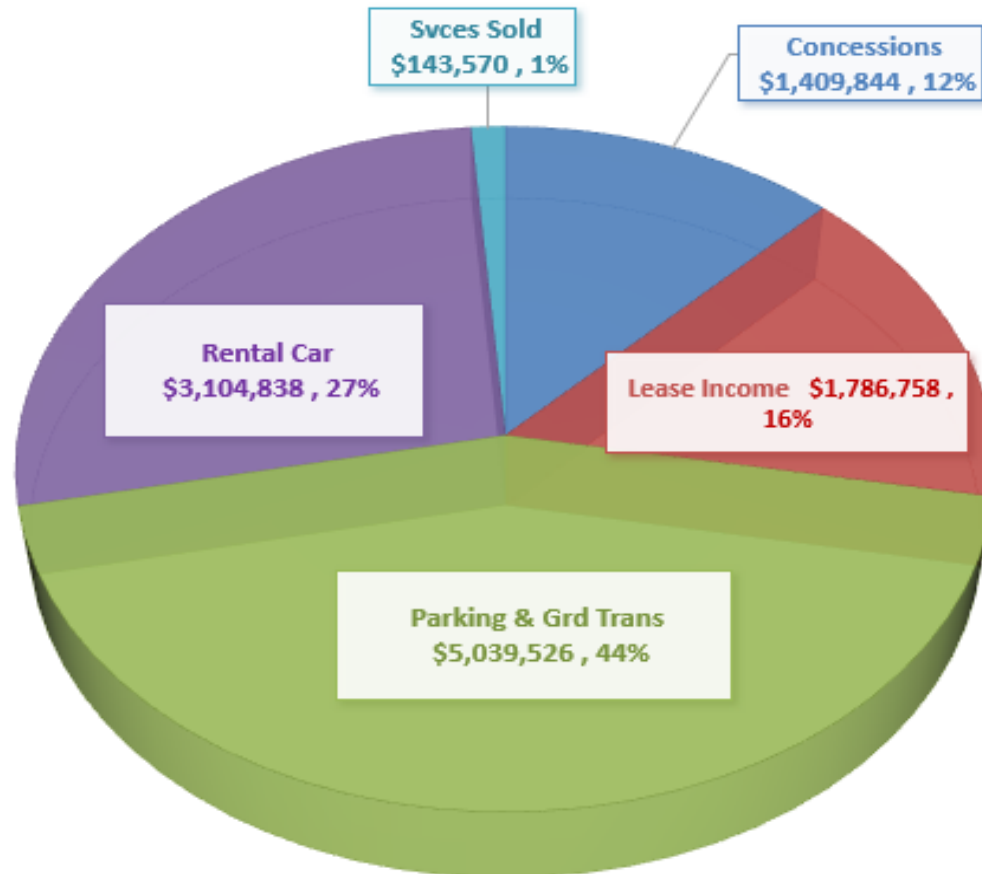
FY26 AERO-Operating Revenue Budget \$22M



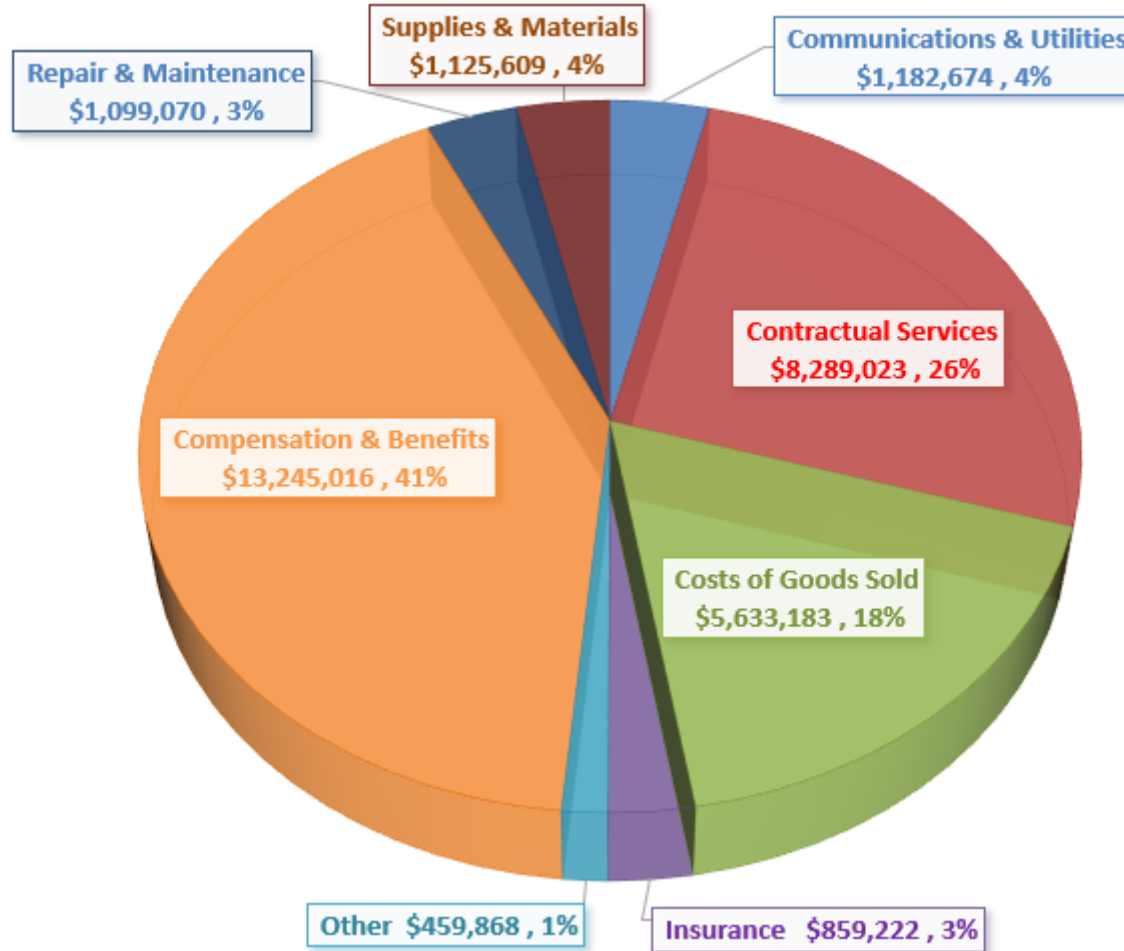
FY26 NON-AERO Operating Revenue Graph



FY26 Non-Aero Revenue Budget \$11M



FY26 Expense Budget \$32M



FY26 Budget Full Time Equivalents by Department



MGAA Full Time Equivalents

Department	FY25	FY26	Difference	
Accounting	9	9	0	
Business Development	4	4	0	
Comm Gov Relations	4	4	0	
Exec Office	2	2	0	
Engineering	16	16	0	
Fixed Based Operator	33	33	0	
Human Resources	3	3	0	
Information Technology	4	4	0	
Operations	41.5	44	2.5	Additional Terminal Agents instead of contract curb service company
	116.5	119	2.5	

FY26 Operating Budget

Total Operating Revenue	\$33,426,004
Total Operating Expenses	(31,893,666)
Operating Income	<hr/> \$1,532,338
Cash from Unrestricted Reserve	\$5,189,367
Potential Air Incentive	(2,000,000)
10% Contingency	(3,189,367)
	<hr/> 0
Total Budgeted Operating Expense Capacity	\$(37,083,033)

FY26 Capital Budget

FY26 Capital Budget	\$62,472,957
Carry Over from FY25	8,836,755
FY26 Capital Maintenance Reserve	1,000,000
	<hr/>
	\$72,309,712

FY26 Debt Service Budget

FY26 Lease Aero Revenue (City of Mesa/Able)	\$ 1,290,000
Principle Payment	(635,000)
Interest Payment	(655,000)
FY26 Debt Service Payment	<hr/> (\$1,290,000)
Remaining Balance of Series 2012 Special Facility Revenue Bond	\$13,100,000

FY26 Operating, Capital, and Debt Service Budget Combined Summary

Total Operating Expense	\$ 31,893,666
Potential Air Incentive	2,000,000
10% Contingency	3,189,367
FY26 Capital Budget	62,472,957
FY25 Carry Over Capital Projects	8,836,755
Capital Maintenance Reserve	1,000,000
Debt Service Payment	1,290,000
Total Budget Operating and Capital	<hr/> \$110,682,745

**FY26 Capital Improvement Program
Funding Sources**

FAA/TSA	\$47,499,170
PFC	10,000,000
Member Contribution	2,760,000
ADOT	1,349,893
MGAA Cash Reserves	863,894
	<hr/>
Total Capital funding Sources	\$62,472,957



FY25 Capital Carry Over Funding Sources

MGAA Cash Reserves	\$7,140,635
ADOT	1,147,790
FAA/TSA	548,330
Total FY25 Carry Over	<hr/> \$8,836,755

FY26 5-Year Capital Project Plan



	FY26	FY27	FY28	FY29	FY30
Airfield	\$32,271,962	\$27,275,000	\$12,500,000	\$26,650,000	\$25,075,000
Terminal	30,340,000				
Roadways & Parking	188,750	7,646,500			
Equipment	452,000	494,000	333,000	605,000	1,020,000
Vehicles	135,000	795,000	1,495,000	195,000	275,000
Infor & Tech	1,832,000	514,000	194,000	145,000	
Fuel Farm		1,800,000			
Bldg Improv		50,000	160,000		
Other	1,090,000				
	\$ 66,309,712	\$38,574,500	\$14,682,000	\$27,595,000	\$26,370,000

5-Year Capital Plan Funding Sources

FAA/TSA Grants	\$131,262,100
Member Contributions	13,800,000
PFC	11,200,000
MGAA Cash Reserves	10,703,729
ADOT	6,565,383
	<hr/>
	\$173,531,212

FY26 Budget Questions?

Comments or Questions





**MINUTES OF THE PUBLIC MEETING OF THE
MESA GATEWAY AIRPORT AUTHORITY
BOARD OF DIRECTORS | January 21, 2025**

A public meeting of the Mesa Gateway Airport Authority (MGAA, Authority) was convened on Tuesday, January 21, 2025, beginning at 9:00 a.m. in the Board Room (Saguaro A&B) of the Gateway Administration Building, 5835 S Sossaman Road, Mesa, Arizona.

Members Present

Mayor Julia Wheatley, Queen Creek
Lt. Governor Regina Antone, Gila River Indian
Community
Mayor Mark Freeman, Mesa
Mayor Scott Anderson, Gilbert
Mayor Chip Wilson, Apache Junction
** Neither present nor represented*

Airport Staff Present

J. Brian O'Neill, Executive Director/CEO
Scott Brownlee, Deputy Director/COO
Chuck Odom, CFO
Misty Johnson, Clerk of the Board
Benjamin Hawkins, Attorney

1. Call to Order at 9:03 a.m. (Mayor Wheatley, Chairwoman)

2. Roll Call

3. Pledge of Allegiance

4. Call to the Public

Scott R. Figgins submitted to the Clerk of the Board a public comment card to speak on public safety and the triennial drill to be held at Mesa Gateway Airport on February 4, 2025.

5. Executive Director's Report – J. Brian O'Neill, A.A.E., Executive Director/CEO
Executive Director O'Neill provided a briefing on various Airport projects.

- Calendar Year 2024 was the second-best year ever for total passenger activity with nearly 1.9MM commercial passengers.
- Allegiant will be adding new nonstop service to Colorado Springs, CO on February 12.
- Allegiant is projecting a 35% year-over-year increase in flights in March and a 32% year-over-year increase in flights in April. To prepare for the increase in passengers, Mesa Gateway Airport (Airport, Gateway Airport) staff is working with TSA and with Allegiant's third-party contractor, WSF, to ensure their staffing levels will be adjusted to handle the increases in March and April.
- With the New Year and the new Airport name comes a new branding campaign. The Authority is providing education and awareness to staff, tenants, federal, state and local governments, regional communities, business/economic development organizations and current and prospective airlines.
- May 7, 2025 is the federal deadline for domestic airline travelers to have a federally compliant form of identification called Real ID, or in Arizona it's called Travel ID. Standard Arizona drivers' licenses and ID cards will no longer be accepted at TSA checkpoints. The Authority is advertising this deadline on the website and social media.
- The exterior of Virgin Galactic's hangar and manufacturing facility are complete. The hangar will house the mothership and the manufacturing facility will begin production of the six-passenger Delta spaceships later in 2025. Heavy machinery/assembly equipment will be arriving in the March/April timeframe.

- The official Grand Opening/Ribbon Cutting for Gulfstream’s new 225,000 sq. ft. West Coast Service Center was held on January 9. Many federal, state, and local elected officials and VIP’s were in attendance.
- SkyBridge Arizona is a 360-acre master development project offering both aeronautical and non-aeronautical private development opportunities. SkyBridge has completed the construction of two 250,000 sq. ft. flex industrial buildings designed to accommodate single and multi-tenant users, a 53,000 sq. ft. industrial building, an 82,500 sq. ft. hangar, and various roadways and utility infrastructure across the site surpassing \$25MM.
- Gateway East is a 273-acre Airport Business Park located on the east side of the Airport. Construction of a 275,000 sq. ft. manufacturing facility for Gateway East’s first tenant, XNRGY Climate Systems, is currently underway. Phase I horizontal infrastructure – roadways, utilities, and landscaping – is substantially complete. The developer, The Boyer Company out of Salt Lake City is working with the City of Mesa for pre-design of a five-acre development at the intersection of Ellsworth Road and Gateway Boulevard that will include a hotel, two retail buildings, and a restaurant.
- Gateway Commerce Center III is being developed along the southeast corner of Sossaman Road and Velocity Way. This project includes two industrial buildings totaling approximately 98,000 sq. ft. Vertical construction will begin at the end of January/early February.
- Thanks to the continued strong support from the FAA, the reconstruction of Runway 12R-30L will be completed over the next two years. Phase I began in October 2024. Once the southern portion is completed, Phase II, the northern half of Runway 12R-30L, will be reconstructed. All of the concrete for the southern half of the 10,400-foot runway has been removed and crushed, and will be reused as the base course for the new runway. This important infrastructure project totals approximately \$45MM.
- The Authority is updating the signage for the front entrance of the Airport at the intersection of Ray and Sossaman Roads. A new monument sign, landscaping, irrigation, and lighting will be in place by the end of March 2025.
- The demolition of several old Airport buildings has created a new aeronautical development opportunity at the south end of the Airport. In September a Request for Qualifications (RFQ) for the ± 8.00 acres of property designated for aeronautical redevelopment was released. The evaluation panel met on January 7, 2025 to review all qualified submittals. A candidate has been selected. The Authority will present this recommendation before the Board for consideration and approval.
- The south end of the Airport’s airside service road is being reconstructed to accommodate fuel trucks traveling between the east side and west side of the airfield.
- The Authority has received a federal grant to update the airfield electrical system. Over the next two years the electrical system will be updated in conjunction with ongoing runway projects. This will include new LED lighting, upgrading the vaults, and the wiring connecting the three 10,000 ft. runways and ramp areas.

6. Consent Agenda

- a) **Minutes** of the Board Meeting held on **December 17, 2024**.
- b) **Resolution No. 25-01** – Authorizing a contract with **ARINC Incorporated**, a part of **Collins Aerospace (Collins)** in an amount not to exceed \$1,500,000 for equipment and installation services for the Airport’s Common Use Passenger Processing System (CUPPS) and for five years (a three-

year base term with two optional one-year extensions) of support and maintenance services in an amount not to exceed \$403,122.36.

- c) **Resolution No. 25-02** – Authorizing the purchase of cyber security software and services from **Advanced Network Management, Inc. (ANM)** over a three-year period in an amount not to exceed \$223,285.12.

Mayor Chip Wilson moved to approve the Consent Agenda.

Mayor Mark Freeman seconded the motion.

The motion was carried unanimously.

7. **Resolution No. 25-03** – Authorizing a sole source five-year contract with **Allegiant Air** for Marketing Services in an amount not to exceed \$100,000 per year.

Mayor Chip Wilson moved to approve Resolution No. 25-03.

Mayor Scott Anderson seconded the motion.

The motion was carried unanimously.

8. **Resolution No. 25-04** – Authorizing the termination of the **SkyB Lot 116-B Development Lease** and to concurrently return **Lot 116-B to the Master Lease Agreement.**

Mayor Mark Freeman moved to approve Resolution No. 25-04.

Mayor Chip Wilson seconded the motion.

The motion was carried unanimously.

9. Board Member Comments/Announcements.

Chairwoman Wheatley welcomed Mesa Mayor Mark Freeman and Gilbert Mayor Scott Anderson as the newest board members of the Mesa Gateway Airport Authority.

10. **Next Meeting: Tuesday, February 18, 2025** at 9:00 a.m. in the Board Room (Saguaro A&B) of the Gateway Administration Building, 5835 S Sossaman Road, Mesa, Arizona. Members of the Mesa Gateway Airport Authority may attend either in person or by audioconference.

11. Adjournment.

The meeting adjourned at 9:41 a.m.

Dated this ____ day of _____ 20__.

Misty Johnson, Clerk of the Board



Mesa Gateway Airport Authority
5835 S Sossaman Road
Mesa, Arizona 85212-6014
www.gatewayairport.com

Board Action Item

Re: Resolution 25-05

To: Board of Directors
From: Margi EvanSon, Director of Operations, Security & Maintenance
Through: Scott Brownlee, Deputy Director/COO
J. Brian O'Neill, A.A.E., Executive Director/CEO
Subject: Vehicle Replacement-CIP 1278
Date: February 18, 2025

Proposed Motion

To authorize the purchase of a vehicle from San Tan Auto Partners, LLC, dba San Tan Ford (San Tan Ford), in an amount not to exceed \$60,000 under CIP 1278.

Narrative

FY25 approved capital plans include the replacement of an airport operations vehicle.

Due to normal wear and tear, the 2003 Ford Excursion TRK-370 is beyond its service life and needs to be replaced.

MGAA and San Tan Ford are both participants of the Arizona Department State Procurement Office (ADSPO). Under ADSPO, San Tan Ford was awarded the New Vehicle Purchase Contract CTR059323, and it is through this competitive selection that MGAA will utilize San Tan Ford for the new vehicle purchases. This contract is available upon request.

Fiscal Impact

This purchase is included in the FY25 capital budget with non-grant funding under CIP 1278

Attachment(s)

N/A



RESOLUTION NO. 25-05

WHEREAS, the Mesa Gateway Airport Authority (“Authority”), a joint powers airport authority formed pursuant to Arizona Revised Statute §28-8521 *et seq.* owns and operates the Mesa Gateway Airport (“Airport”); and

WHEREAS the Authority desires to authorize the purchase of a vehicle from San Tan Auto Partners, LLC, dba San Tan Ford (San Tan Ford), in an amount not to exceed \$60,000 under CIP 1278;

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the Authority as follows:

The Board of Directors of the Authority hereby authorizes the purchase of a vehicle from San Tan Auto Partners, LLC, dba San Tan Ford (San Tan Ford), in an amount not to exceed \$60,000 under CIP 1278. This resolution also authorizes the Chair or Executive Director/CEO to make such additions, deletions, and changes as may be approved by the Chair or Executive Director/CEO, necessary to carry out the purposes and intent of this Resolution.

Passed and adopted by the Authority this 18th day of February, 2025.

Julia Wheatley, Chair

ATTEST:

APPROVED AS TO FORM:

Misty Johnson, Clerk of the Board

Benjamin Hawkins, Attorney



Mesa Gateway Airport Authority
5835 S Sossaman Road
Mesa, Arizona 85212-6014
www.gatewayairport.com

Board Action Item

Re: Resolution 25-06

To: Board of Directors
From: Matt Nebgen, Director of Gateway Aviation
Through: Scott Brownlee, Deputy Director/COO
J. Brian O'Neill, A.A.E., Executive Director/CEO
Subject: Purchase of Jet-A and 100LL Avgas Fuel
Date: February 18, 2025

Proposed Motion

To authorize the purchase of Jet A and 100LL Avgas fuel from Ascent Aviation Group, Inc. (World Fuel) for Airport Authority resale in the amount of \$2,225,000.

Narrative

The Mesa Gateway Airport Authority owns and operates Gateway Aviation Services, the Airport's sole provider of retail aviation fuel.

Jet-A and 100LL Avgas are needed to provide aircraft fuel to tenant, transient, corporate, flight school, airline, and military customers. Actual cost of fuel is based upon market price at time of order. Airport staff expects to exceed the original requested purchase amount prior to the end of FY25. This is due to higher fuel cost and greater than anticipated sales of Avgas in the first half of the fiscal year. Plus, a projected increase in JetA sales for the remaining fiscal year. The additional \$2,225,000 purchase will bring the total FY25 Jet A and 100LL Avgas purchase to \$7,193,000.

Request for Proposal No. 2019-005-RFP was issued, and World Fuel was selected as the fuel provider. Board Resolution No. 19-34 approved a multi-year contract between Mesa Gateway Airport Authority and World Fuel.

Fiscal Impact

The current FY25 budget amount for Cost of Goods Sold (CGS) for Jet-A and 100LL Avgas is \$4,968,000. The Airport will use operating contingency budget to increase the amount budgeted for CGS Jet-A and 100LL Avgas by \$2,225,000 to account for an increase in fuel sales and higher cost of goods sold based on market factors. The increase in cost of goods sold will be offset by revenue from fuel sales.

Attachment(s)

N/A



RESOLUTION NO. 25-06

WHEREAS, the Mesa Gateway Airport Authority (“Authority”), a joint powers airport authority formed pursuant to Arizona Revised Statute §28-8521 *et seq.* owns and operates the Mesa Gateway Airport (“Airport”); and

WHEREAS the Authority desires to authorize the purchase of Jet A and 100LL Avgas fuel from Ascent Aviation Group, Inc. (World Fuel) for Airport Authority resale in the amount of \$2,225,000;

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the Authority as follows:

The Board of Directors of the Authority hereby authorizes the purchase of Jet A and 100LL Avgas fuel from Ascent Aviation Group, Inc. (World Fuel) for Airport Authority resale in the amount of \$2,225,000. This resolution also authorizes the Chair or Executive Director/CEO to make such additions, deletions, and changes as may be approved by the Chair or Executive Director/CEO, necessary to carry out the purposes and intent of this Resolution.

Passed and adopted by the Authority this 18th day of February, 2025.

Julia Wheatley, Chair

ATTEST:

APPROVED AS TO FORM:

Misty Johnson, Clerk of the Board

Benjamin Hawkins, Attorney



Mesa Gateway Airport Authority
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Management Information Report

To: Board of Directors
From: Chuck Odom, Chief Financial Officer
Through: J. Brian O'Neill, A.A.E., Executive Director/CEO
Re: December 2024 Financials
Date: February 18, 2025

Attached is the monthly Financials Report for December 2024.

Mesa Gateway Airport Authority
AIRPORT - All Operations P&L
December, 2024

	Month of December 2024				Y-T-D as of December 2024			
	December FY24	December FY25	YOY	B/(W)	YTD FY24	YTD FY25	Y-T-D	B/(W)
	Actual	Actual	Variance		Actual	Actual	Variance	
Aeronautical Operating Revenues								
Aircraft Parking	39,114	27,356	(11,758)	-30%	179,077	199,093	20,016	11%
Fuel Flowage Fees	39,126	43,669	4,543	12%	312,828	288,676	(24,152)	-8%
Landing Fees	132,086	166,024	33,938	26%	778,396	813,703	35,307	5%
Lease Income Aero	317,530	399,159	81,629	26%	2,047,264	2,221,555	174,291	9%
Fuel Sales	544,614	739,120	194,506	36%	3,473,429	4,313,884	840,455	24%
Services Sold - Aero	407,423	427,664	20,241	5%	2,872,744	2,594,586	(278,158)	-10%
Sub-total Aero Operating Revenues	1,479,893	1,802,992	323,099	22%	9,663,738	10,431,497	767,759	8%
Non-Aeronautical Operating Revenues								
Concessions	128,614	136,409	7,795	6%	643,450	696,318	52,868	8%
Lease Income Non-Aero	103,949	109,813	5,864	6%	661,210	683,488	22,278	3%
Parking	425,822	569,715	143,893	34%	2,751,769	2,932,770	181,001	7%
Rental Car Fees	250,317	270,167	19,850	8%	1,050,698	1,242,657	191,959	18%
Svcs Sold - Non Aero	2,616	1,454	(1,162)	-44%	31,555	33,583	2,028	6%
Sub-total Non-Aero Operating Revenues	911,318	1,087,558	176,240	19%	5,138,682	5,588,816	450,135	9%
Total Operating Revenues	2,391,211	2,890,550	499,339	21%	14,802,420	16,020,313	1,217,893	8%
Operating Expenses								
Cost of Goods Sold	367,945	465,752	(97,807)	-27%	2,601,737	2,747,169	(145,432)	-6%
Personnel	915,999	1,440,598	(524,599)	-57%	5,049,909	5,920,360	(870,451)	-17%
Comm & Utilities	70,472	77,720	(7,248)	-10%	563,425	654,824	(91,399)	-16%
Contractual Services	569,376	601,068	(31,692)	-6%	3,336,587	3,665,613	(329,026)	-10%
Insurance	52,258	67,772	(15,514)	-30%	305,332	356,921	(51,589)	-17%
Other	27,872	28,881	(1,009)	-4%	171,615	149,074	22,541	13%
Repair & Maintenance	63,445	41,535	21,910	35%	465,433	324,881	140,552	30%
Supplies & Materials	80,224	67,524	12,700	16%	401,310	404,567	(3,257)	-1%
Air Service Incentives [2,000,000]	-	-	-	0%	-	-	-	0%
Operating Contingency [3,042,018]	-	-	-	0%	-	-	-	0%
Total Operating Expenses	2,147,591	2,790,850	(643,260)	-30%	12,895,348	14,223,410	(1,328,060)	-10%
Operating Income (Loss) Before Depreciation	243,620	99,700	(143,921)	-59%	1,907,072	1,796,903	(110,169)	-6%
	10.2%	3.4%			12.9%	11.2%		

Depreciation

1,368,261

8,112,379



Mesa Gateway Airport Authority
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Management Information Report

To: Board of Directors
From: Chuck Odom, Chief Financial Officer
Through: J. Brian O’Neill, A.A.E., Executive Director/CEO
Re: Solicitation Notification
Date: February 18, 2025

This report is to provide notification of the active and upcoming solicitations to help ensure compliance with the Mesa Gateway Airport Authority procurement transparency clause. The active activities include the following:

Active/Pending Solicitations

Type Solicitation	Number	Title	Anticipated Contract Award (Board Action)
Request for Qualifications	2025-003-RFQ	South Apron Aeronautical Redevelopment	March 2025
Request for Qualifications	2025-006-RFQ	Air Service Development Consulting Services	April 2025

Future Solicitations

Type Solicitation	Number	Title	Scheduled for Release	Anticipated Contract Award (Board Action)
Invitation for Bid	2025-005-IFB	Fire System Valves Replacement	February 2025	April 2025
Request for Qualifications	2025-008-RFQ	Business Plan Continuity Development	February 2025	May 2025
Request for Proposals	2025-004-RFP	Airport Website Redesign	March 2025	June 2025

Equipment Disposals

Fiscal year totals from sales of decommissioned / nonworking equipment total \$66,982.00

If you have any questions about the solicitations or the procurement process, please feel free to contact me at 480-988-7613.