



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

Pursuant to A.R.S. § 38-431.02, notice is hereby given to the members of the Phoenix-Mesa Gateway Airport Authority and to the public that the Phoenix-Mesa Gateway Airport Authority will hold a meeting open to the public on **Tuesday, January 19, 2021 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 Phoenix-Mesa Gateway Airport Authority may attend either in person or by telephone. 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 Gail Barney, Chair)

*Members of the Phoenix-Mesa Gateway Airport Authority will attend either in person or by telephone conference call.*

**2. Roll Call** (Mayor Gail Barney, Chair)

**3. Pledge of Allegiance**

**4. 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.*

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

**6. GatewayEast Video Presentation** - J. Brian O'Neill, A.A.E., Executive Director/CEO

**7. Consent Agenda**

a) **Ratification of Consent Agenda** of the Board Meeting held on November 17, 2020.

b) **Minutes** of the Board Meeting held on November 17, 2020.

c) **Acceptance of audited financials** as presented by CliftonLarsonAllen at November 17, 2020 Board Meeting.

d) **Resolution No. 21-01** – Authorizing a purchase with **Tyler Technologies, Inc.** for the Airport's Enterprise Resource Planning (ERP) financial system's annual software maintenance licensing renewals, in an amount not to exceed \$53,505.03.

**8. Board Member Comments/Announcements**

**9. Next Meeting: Tuesday, February 16, 2021 at 9:00 a.m.**

**10. 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](mailto:mrjohnson@gatewayairport.com). Requests should be made as early as possible to allow time to arrange the accommodation.*



# Executive Director's Report

## January 2021



## Financial Snapshot

OPERATING INCOME	November		Month Variance	FYTD Comparison		FYTD Variance
	FY20	FY21		FY20	FY21	
Revenues	\$1,938,912	\$1,698,221	(\$240,691)	\$10,064,587	\$9,477,748	(\$586,839)
Less Expenses	\$1,867,774	\$1,622,343	(\$245,431)	\$8,683,305	\$7,835,424	(\$847,881)
Operating Income <i>(before depreciation)</i>	\$71,138	\$75,878	\$4,740	\$1,381,282	\$1,642,324	\$261,042

**Investment Fund Balances:** As of November, Local Governmental Investment Pool (LGIP) 700 = \$19,064,878; Wells Fargo; Collateralized Money Market = \$2,162,407 and Collateralized CD's = \$21,374,082; Total \$42,601,367. PMGAA investments earned \$8,508.

## Finance and Accounting

In November 2020, commercial passenger activity at Phoenix-Mesa Gateway Airport (Airport, Gateway Airport) was down 29% when compared to the same month last year. This decrease in the number of air travelers passing through the terminal resulted in a comparable decrease in the amount of food, beverage, and retail concession revenue generated during the month.

Operating expenditures during November were \$245,431 less than last November and approximately 21% lower than Phoenix-Mesa Gateway Airport Authority's (Authority, PMGAA) Fiscal Year 2021 (FY21) Operating Budget. PMGAA staff continues to closely monitor and control operating expenditures through staffing level adjustments, overtime reductions, and deferment of non-essential purchases and projects.

Through the end of November 2020, PMGAA has submitted a total of \$13,922,590 for CARES Act operating grant reimbursements, which is not reflected in the operating results.

## PMGAA Solicitations

### Active/Pending Solicitations

TYPE OF SOLICITATION	Number	Title	Anticipated Contract Award
Invitation to Bid	2021-018-IFB	Passenger Channelization	February 2021

### Future Solicitations

TYPE OF SOLICITATION	Number	Title	Scheduled for Release
Request for Qualifications	2021-016-RFQ	Master Developer – Gateway <i>East</i>	January 2021
Invitation for Bid	2021-017-IFB	Alpha Apron Expansion Phase III	May 2021
Request for Proposals	2021-019-RFP	Master Developer – Gateway <i>East</i>	May 2021

## Airport Operations



*Passenger registering for free COVID-19 test at Airport*

### State of Arizona offers free COVID-19 testing at Gateway Airport

The Arizona Department of Health Services (ADHS), through Paradigm Laboratories, a third party test administrator, is now offering free COVID-19 testing for all ticketed passengers at Gateway Airport as part of the State's multifaceted initiative to help stop the spread of the virus in Arizona. Testing facilities are strategically located adjacent to the concourses and gate areas on the secure side of the Airport's commercial passenger terminal. Testing is

available for arriving and departing air travelers but is not open to the public. Test results take 24-48 hours.

The State, through Paradigm Laboratories, has also established a free COVID-19 drive up testing site in Gateway Airport's Ray Road Economy Parking Lot that is open to the general public.

Please visit [www.labfinder.com/aza](http://www.labfinder.com/aza) for hours of operation and other testing information.

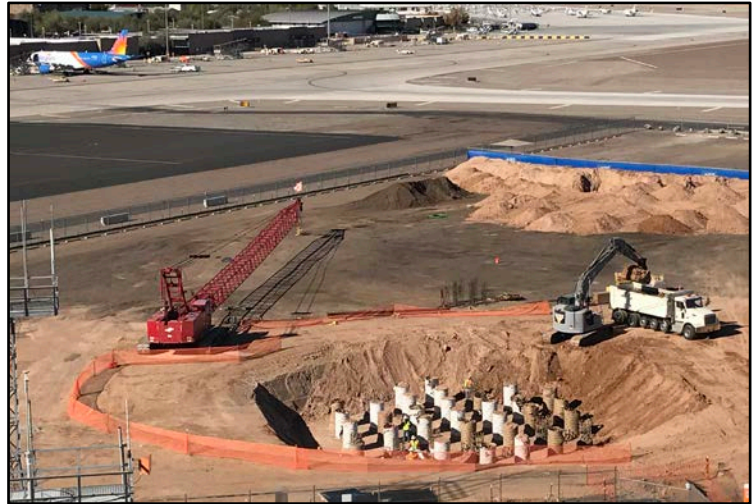
## Operations Statistics

PASSENGER COUNTS		November		% Change	FYTD		% Change
		FY20	FY21		FY20	FY21	
Passengers	<b>TOTAL</b>	<b>136,159</b>	<b>97,070</b>	<b>-29%</b>	<b>634,462</b>	<b>433,390</b>	<b>-32%</b>
	Deplaned	69,000	49,758	-28%	324,029	222,556	-31%
	Enplaned	67,159	47,312	-30%	310,433	210,834	-32%
Allegiant	Scheduled	131,830	96,348	-27%	627,544	432,293	-31%
WestJet	Scheduled	1,615	0	-100%	1,795	0	-100%
Swoop	Scheduled	2,584	657	-75%	4,531	803	-82%
Swift	Charter	0	65	100%	0	294	100%
Elite	Charter	130	0	-100%	592	0	-100%

OPERATIONS	November		% Change	FYTD		% Change
	FY20	FY21		FY20	FY21	
Air Carrier	1,084	969	-11%	4,863	4,478	-8%
Military	290	122	-58%	1,280	1,129	-12%
General Aviation	24,192	23,411	-3%	125,045	109,311	-13%
<b>TOTAL</b>	<b>25,566</b>	<b>24,502</b>	<b>-4%</b>	<b>131,188</b>	<b>114,918</b>	<b>-12%</b>

## Engineering and Planning

The contractor continues to make progress on the foundation work for Gateway Airport's new air traffic control tower (ATCT, Tower). In December of 2020, 37 eighty-foot deep caissons were installed, and the site was prepped for a 6-foot thick mat foundation slab that will be poured later this month. The foundation is one of the most critical components of the entire construction project.



*Foundation work for new air traffic control tower*

The Airport's new ATCT is scheduled to be completed in the summer of 2022. Once the project is complete, the Airport and the Federal Aviation Administration (FAA) can begin to transfer operations from the existing Tower over to the new Tower. It is anticipated that the new Tower will be fully operational in early fall 2022.

PMGAA would like to thank Arizona's Congressional Delegation, Governor Ducey and State officials, the City of Mesa and other member communities, and our partners at the FAA for their efforts to make Gateway Airport's new ATCT possible. Thank you!

## Gateway Aviation Services

The hard-working team at PMGAA's Gateway Aviation Services Department pumped more than 1.4MM gallons of aviation fuel during the month of November. The vast majority of the 17MM+ total gallons pumped each year goes into Allegiant's large fleet of Airbus 319 and 320 aircraft based at Gateway Airport.

Aviation fuel is an important revenue source for PMGAA that represents millions of dollars each year to support the Airport's ongoing operation and a scheduled maintenance and improvement program for Airport facilities and infrastructure.

There are also several large private aeronautical development projects currently underway at Gateway Airport. Gateway Aviation Services is ready to welcome and provide fuel for all our new Airport tenants.

FUEL (Gallons)	November			FYTD		
	FY20	FY21	% Change	FY20	FY21	% Change
<b>Retail (Jet A)</b>	44,065	32,867	-25%	230,041	201,950	-12%
<b>AvGas</b>	59,838	60,687	1%	296,048	290,853	-2%
<b>Contract</b>	353,623	241,246	-32%	1,744,471	2,145,709	23%
<b>Commercial</b>	1,122,576	1,073,972	-4%	5,077,145	5,082,016	0%
<b>TOTAL</b>	<b>1,580,102</b>	<b>1,408,772</b>	<b>-11%</b>	<b>7,347,705</b>	<b>7,720,528</b>	<b>5%</b>

## Community Noise Report

CALLERS	November		FYTD	
	FY20	FY21	FY20	FY21
Total	16	7	50	46

AIRCRAFT TYPE	November		FYTD	
	FY20	FY21	FY20	FY21
	Callers	Callers	Callers	Callers
Commercial	8	2	36	18
GA Total	2	4	5	21
Helicopter	4	0	4	0
Military	2	1	5	7
Total	16	7	50	46

LOCATION	November		FYTD	
	FY20	FY21	FY20	FY21
Mesa	3	1	24	14
Gilbert	8	2	16	11
Gold Canyon	0	1	0	8
Queen Creek	3	1	5	6
Queen Valley	1	1	1	4
San Tan Valley	1	0	3	0
Apache Junction	0	1	1	2
Chandler	0	0	0	1
TOTAL	16	7	50	46

During the month of November 2020, PMGAA received aircraft noise calls from a total of seven area residents. This compares to the 16 callers that contacted the Airport about aircraft noise last November.

## Business Development

Gateway Airport is much more than just a thriving regional airport. It's a 3,000-acre economic development project that is fortunate to have a commercial service airport and three, 10,000-foot runways as part of its critical infrastructure. Aeronautical and non-aeronautical private development is a major cornerstone of Gateway Airport's continued success.



*Rendering of a possible GatewayEast development concept*

Two years ago, PMGAA entered into a long-term master developer agreement with Mesa SkyBridge, LLC to develop 360-acres of mostly aeronautical land located at the south end of the Airport. Since that time, SkyBridge Arizona was born and the developer has constructed a 53,000 SF industrial building, an 82,500 SF hangar, and is in the planning process for a 127-room dual brand hotel.

On January 14, 2021, PMGAA is hosting a virtual event to introduce another master development opportunity located on the east side of the Airport called Gateway*East*. This 400-acre mixed use non-aeronautical development opportunity is strategically situated adjacent to Ellsworth Road, the expanding SR 24, and the Loop 202 San Tan Freeway. PMGAA is inviting experienced large-scale developers nationwide to participate in the event.

## Marketing and Community Relations

### PMGAA welcomes three new Board members

Airports across the country operate under several different governance structures. Some airports are guided by an independent port or airport authority with a board of directors; others are a department of a city, county, or state government; and very few are operated by a for-profit organization. Gateway Airport is a joint powers authority, which is a unique hybrid governance structure in the airport industry.

A joint powers authority is an entity where two or more public authorities (e.g. local governments) jointly exercise any power common to all of them. PMGAA joint powers authority members include the Cities of Mesa, Phoenix, and Apache Junction; the Towns of Gilbert and Queen Creek; and the Gila River Indian Community. Each member community selects an elected official to serve as their representative on the PMGAA Board of Directors.

In January 2021, PMGAA will welcome three new Board members:



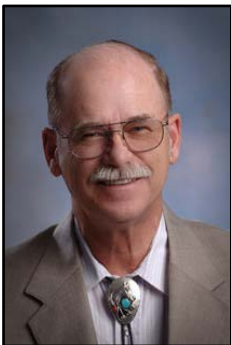
**Brigette Peterson, Mayor  
Town of Gilbert**

Mayor Peterson is a former Gilbert Town Council member and Vice Mayor. She served on the Gilbert Planning Commission for 14 years before being elected to the Town Council in 2014. Mayor Peterson is active in the Gilbert community and has served in leadership positions with the Gilbert Chamber of Commerce and other civic organizations.



**Monica Antone, Lieutenant Governor  
Gila River Indian Community**

Welcome back Lt. Governor Antone! The Gila River Indian Community (GRIC) is an active member of PMGAA and an adjacent landowner to Gateway Airport. Lt. Governor Antone was first elected to the GRIC Tribal Council in 2012 and was recently re-elected in 2020. She has been a leading voice on many important issues including domestic violence, sexual assault, and mental health.



**Chip Wilson, Mayor  
City of Apache Junction**

Mayor Wilson retired from the U.S. Air Force after 22 years of service and worked for the Boeing Co. for 17 years until his retirement in 2018. He has served on the Apache Junction City Council since 2007, last serving as Vice Mayor. An avid horseman, Mayor Wilson previously served as president of the Superstition Horsemen's Association and is currently president of the Arizona Horse Council.



**MINUTES OF PUBLIC MEETING OF THE  
PHOENIX-MESA GATEWAY AIRPORT AUTHORITY  
BOARD OF DIRECTORS | November 17, 2020**

A public meeting of the Phoenix-Mesa Gateway Airport Authority (PMGAA) was convened on Tuesday, November 17, 2020, 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 Gail Barney, Queen Creek  
Councilwoman Thelda Williams, Phoenix (*via videoconference*)  
Mayor John Giles, Mesa (*via videoconference*)  
Councilmember Scott September, Gilbert  
Mayor Jeff Serdy, Apache Junction  
Lt. Governor Robert Stone, Gila River Indian  
Community (*via videoconference*)

**Airport Staff Present**

J. Brian O’Neill, Executive Director/CEO  
Scott Brownlee, Deputy Director/COO  
Chuck Odom, CFO  
Misty Johnson, Clerk of the Board  
Jill Casson Owen, Attorney (*via videoconference*)

*\* Neither present nor represented*

**1. Call to Order** at 9:01 a.m. (Mayor Barney)

**2. Roll Call.**

**3. Pledge of Allegiance.**

**4. Call to the Public.**

There were no public comments.

**5. Executive Director’s Report.** J. Brian O’Neill, A.A.E., Executive Director/CEO

Executive Director O’Neill provided a briefing on PMGAA financial performance, passenger activity, the community noise report, and various Airport projects.

- Fiscal Year-to-Date (FYTD) Net Operating Income is \$983,546.
- Commercial passenger statistics show continued recovery, with Gateway Airport down 22% compared to the same time period last year.
- Allegiant has added two new non-stop destinations. Service to Santa Maria, California begins on November 19<sup>th</sup> and service to Houston, Texas will begin on February 11<sup>th</sup>.
- Construction on SkyBridge Arizona’s 82,500 SF hangar will be complete the first week of December. The APS hangar is progressing and is scheduled to be completed by the second week of February 2021. Wetta Ventures has received a Certificate of Occupancy for their 50,000 SF hangar and is hopeful that a tenant will take possession of the facility at the beginning of the new year.
- Deputy Director Brownlee provided an update on the recent successful annual TSA Security Inspection with no reportable conditions. He recognized the efforts of PMGAA’s Security, Operations, and Maintenance Team for their exceptional work.
- A groundbreaking event for SkyBridge Arizona’s hotel project will be held today at 10:30 a.m. for a limited number of invited guests. The hotel will offer two Wyndham Hotel brands (Hawthorne and Wingate).



- PMGAA has begun the process of identifying a qualified and experienced development partner for GatewayEast, a 400-acre mixed use development opportunity located on the east side of the Airport. A Request for Qualifications (RFQ) will be released during the first quarter of 2021.
- Due to COVID-19 safety concerns and public gathering limitations, a virtual ground-breaking video for the new Air Traffic Control Tower is being created to help recognize the many individuals that made the important infrastructure project a reality. The video will be shared with the PMGAA Board; member communities; federal, state, and local elected officials; the Federal Aviation Administration; the national media; and other key stakeholder groups.
- The relocation of the Ellsworth Channel and the construction of the Hawes Road bridge will be completed by the end of the year. This important \$11M project is being funded through Passenger Facility Charges (PFCs). A future, demand-driven commercial passenger terminal will be accessed from the Loop 202 San Tan Freeway by Hawes Road.
- PMGAA is continuing to improve commercial passenger terminal concessions. A ribbon-cutting event for the opening of the new Panera Bread restaurant will be held on November 18<sup>th</sup>. This marks the third new concession this year; O.H.S.O. Brewery and the Saguaro Mercantile also opened during 2020. Macayo's Mexican Restaurant and the new Infusion Tea & Coffee will be completed in 2021.

**6. Presentation: Draft Audited Financials.** – Sandra Cronstrom, Principal – CliftonLarsonAllen, LLP

Ms. Cronstrom provided a brief overview of the Fiscal Year 2020 Draft Audited Financials, which will result in an issuance of an unmodified (clean) opinion for the Phoenix-Mesa Gateway Airport Authority. No material audit adjustments were made. The audit is substantially complete but not finalized due to the federal government not yet releasing final guidance on the Coronavirus Aid, Relief, and Economic Security (CARES) Act grants. The audit was tested under federal guidance available to date with no findings or recommendations. Once the audited financials have been finalized, they will be presented to the Board for acceptance.

Chuck Odom, PMGAA CFO thanked Ms. Cronstrom for presenting to the Board. He also thanked the finance team for their efforts in this successful independent audit. Normally, the Board would accept the report as presented at this time.

**7. Consent Agenda.**

- a) **Minutes** of the Board Meeting held on **October 20, 2020.**
- b) **Resolution No. 20-46** Authorizing the purchase of **airfield lighted signs and parts from ADB Safegate** in an amount not to exceed \$115,103.47.
- c) **Resolution No. 20-47** Adopting the amended **Investment Policy** with an effective date of November 17, 2020.
- d) **Resolution No. 20-48** Authorizing the purchase of one vehicle from **San Tan Auto Partners, LLC** dba San Tan Ford (San Tan Ford) not to exceed \$51,046.15.
- e) **Resolution No. 20-49** Authorizing the purchase of a landscape irrigation control system from **Global Data Specialist** in an amount not to exceed \$105,228.48.

- f) **Resolution No. 20-50** Approval of Authorization of Services for Taxiway W Rehabilitation Design Services with **Kimley-Horn & Associates** in an amount not to exceed \$54,576 under CIP 744.

**The Consent Agenda was approved unanimously.**

**Consideration and Possible Approval of:**

8. **Resolution No. 20-51** Authorizing amendment of the FY21 Capital Improvement Program to include project CIP 719 Alpha Apron Expansion Phase III not to exceed \$6.3 million.

**Mayor Jeff Serdy moved to approve Resolution No. 20-51.**  
**Councilwoman Thelda Williams seconded the motion.**  
**The motion was carried unanimously.**

9. **Resolution No. 20-52** Approval of Authorization of Services for Alpha Apron Expansion Phase III Design Repackage Engineering Design Services with **Kimley-Horn & Associates** in an amount not to exceed \$78,234 under CIP 719.

**Councilwoman Thelda Williams moved to approve Resolution No. 20-52.**  
**Mayor Jeff Serdy seconded the motion.**  
**The motion was carried unanimously.**

**10. Board Member Comments/Announcements.**

Mayor Serdy introduced his successor Apache Junction Mayor-Elect Chip Wilson. Lt. Governor Stone announced his last meeting will be December 15<sup>th</sup>. Lt. Governor-Elect Monica Antone will represent the Gila River Indian Community on the Board beginning in January. Mayor Barney thanked the outgoing Board members for their service.

11. **Next Meeting: Tuesday, December 15, 2020** 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 Phoenix-Mesa Gateway Airport Authority may attend either in person or by telephone/videoconference.

**12. Adjournment.**

The meeting adjourned at 9:35 a.m.

Dated this \_\_\_\_ day of \_\_\_\_\_ 2020.

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Misty Johnson, Clerk of the Board



Phoenix-Mesa Gateway Airport Authority  
5835 S Sossaman Road  
Mesa, Arizona 85212-6014  
[www.gatewayairport.com](http://www.gatewayairport.com)

## Board Action Item

Re: Resolution 21-01

**To:** Board of Directors  
**From:** Doug Wirthgen, Information Technology Director  
**Through:** Scott Brownlee, Deputy Director/COO  
J. Brian O'Neill, A.A.E., Executive Director/CEO  
**Subject:** Tyler Technologies, Inc. Software License Renewals  
**Date:** January 19, 2021

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### Proposed Motion

To authorize a purchase with Tyler Technologies, Inc. for the Airport's Enterprise Resource Planning (ERP) financial system's annual software maintenance licensing renewals, in an amount not to exceed \$53,505.03.

### Narrative

In December 2016, the Board authorized the replacement of the existing financial system with Tyler Technologies, Inc. for an ERP financial system. The software with this ERP financial system requires annual licensing renewals.

Board authorization for the purchase of the Tyler Technologies, Inc. annual software maintenance licensing renewals is necessary to continue use of the ERP financial system software.

In compliance with the Airport's Procurement Policy No. 18-41, purchases excluded from multiple quotations/competitive selection requirements include hardware and software licensing renewals and maintenance support.

### Fiscal Impact

This purchase was included in the FY21 ITS Operating Budget.

### Attachment(s)

Quote



**RESOLUTION NO. 21-01**

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

WHEREAS the Authority desires to authorize a purchase with Tyler Technologies, Inc. for the Airport’s Enterprise Resource Planning (ERP) financial system’s annual software maintenance licensing renewals, in an amount not to exceed \$53,505.03;

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

**The Board of Directors of the Authority hereby approves a purchase with Tyler Technologies, Inc. for the Airport’s Enterprise Resource Planning (ERP) financial system’s annual software maintenance licensing renewals, in an amount not to exceed \$53,505.03. This resolution also authorizes the Chair or Executive Director/CEO to execute such Authorization of Services, with such insertions, 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 19<sup>th</sup> day of January, 2021.

\_\_\_\_\_  
Gail Barney, Chair

ATTEST:

APPROVED AS TO FORM:

\_\_\_\_\_  
Misty Johnson, Clerk of the Board

\_\_\_\_\_  
Jill Casson Owen, Attorney



**Remittance:**  
 Tyler Technologies, Inc.  
 (FEIN 75-2303920)  
 P.O. Box 203556  
 Dallas, TX 75320-3556

# Invoice

<b>Invoice No</b>	<b>Date</b>	<b>Page</b>
045-324391	01/01/2021	1 of 2

**Questions:**  
 Tyler Technologies - ERP & Schools  
 Phone: 1-800-772-2260 Press 2, then 1  
 Email: ar@tylertech.com



Bill To: Phoenix-Mesa Gateway Airport  
 Attn: Doug Wirthgen  
 5835 South Sossaman Road  
 Mesa, AZ 85212-0919

Ship To: Phoenix-Mesa Gateway Airport  
 Attn: Doug Wirthgen  
 5835 South Sossaman Road  
 Mesa, AZ 85212-0919

<b>Cust No.-BillTo-ShipTo</b>	<b>Ord No</b>	<b>PO Number</b>	<b>Currency</b>	<b>Terms</b>	<b>Due Date</b>
51468 - MAIN - MAIN	149606		USD	NET45	02/15/2021

Date	Description	Units	Rate	Extended Price
Contract No.: PHOENIX-MESA GATEWAY				
	SUPPORT & UPDATE LICENSING - TYLER FORMS PROCESSING	1	1,823.26	1,823.26
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - ACCTG/GL/BUDGET/AP	1	6,344.94	6,344.94
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - ACCOUNTS RECEIVABLE	1	1,444.02	1,444.02
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - PROJECT & GRANT ACCOUNTING	1	1,312.75	1,312.75
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - CASH MANAGEMENT	1	1,093.95	1,093.95
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - FIXED ASSETS	1	1,684.69	1,684.69
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - PURCHASING	1	2,778.66	2,778.66
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - GENERAL BILLING	1	656.38	656.38
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - ePROCUREMENT	1	1,093.95	1,093.95
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - MUNIS ANALYTICS & REPORTING	1	5,994.88	5,994.88
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - TYLER CASHIERING	1	2,406.71	2,406.71
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	Support & Update Licensing - ExecuTime Advanced Scheduling Maintenance	1	2,347.66	2,347.66
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	Support & Update Licensing - ExecuTime & Attendance Mobile Access Maintenance	1	1,174.99	1,174.99
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	Support & Update Licensing - ExecuTime Advanced Scheduling Mobile Access Module Maintenance	1	920.31	920.31
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	Support & Update Licensing - ExecuTime & Attendance Maintenance	1	2,824.61	2,824.61
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - INVENTORY	1	1,489.87	1,489.87
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - HUMAN RESOURCES & TALENT MANAGEMENT	1	1,604.47	1,604.47
	Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022			
	SUPPORT & UPDATE LICENSING - BMI CollectIT INTERFACE	1	458.42	458.42



**Remittance:**  
 Tyler Technologies, Inc.  
 (FEIN 75-2303920)  
 P.O. Box 203556  
 Dallas, TX 75320-3556

# Invoice

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045-324391	01/01/2021	2 of 2

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 Mesa, AZ 85212-0919

<b>Cust No.-BillTo-ShipTo</b>	<b>Ord No</b>	<b>PO Number</b>	<b>Currency</b>	<b>Terms</b>	<b>Due Date</b>
51468 - MAIN - MAIN	149606		USD	NET45	02/15/2021

Date	Description	Units	Rate	Extended Price
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	SUPPORT & UPDATE LICENSING - WORK ORDERS, FLEET & FACILITIES	1	1,864.94	1,864.94
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	SUPPORT & UPDATE LICENSING - PAYROLL W/ESS	1	3,354.80	3,354.80
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	SUPPORT & UPDATE LICENSING - BMI ASSET TRACK INTERFACE	1	458.42	458.42
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	SUPPORT & UPDATE LICENSING - CONTRACT MANAGEMENT	1	654.89	654.89
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	SUPPORT & UPDATE LICENSING - EMPLOYEE EXPENSE REIMBURSEMENT	1	793.80	793.80
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	SUPPORT & UPDATE LICENSING - BID MANAGEMENT	1	710.01	710.01
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	ANNUAL PAYROLL TAX TABLE UPDATE	1	1,050.00	1,050.00
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022				
Maintenance: Start: 01/Feb/2021, End: 31/Jan/2022	Tyler Content Manager Annual Fees	1		\$3,063.08

**\*\*ATTENTION\*\***  
 Order your checks and forms from  
 Tyler Business Forms at 877-749-2090 or  
 tylerbusinessforms.com to guarantee  
 100% compliance with your software.

<b>Subtotal</b>	49,404.46
<b>Sales Tax</b>	4,100.57
<b>Invoice Total</b>	53,505.03



Phoenix-Mesa Gateway Airport Authority  
5835 S Sossaman Road  
Mesa, Arizona 85212-6014  
[www.gatewayairport.com](http://www.gatewayairport.com)

## 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:** November 2020 Financials  
**Date:** January 19, 2021

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Attached is the monthly Financials Report for November 2020.

Phoenix-Mesa Gateway Airport Authority  
 AIRPORT - All Operations P&L  
 November, 2020

	Month of November 2020				Y-T-D as of November 2020			
	Nov FY20 Actual	Nov FY21 Actual	YOY Variance	B/(W)	YTD FY20 Actual	YTD FY21 Actual	Y-T-D Variance	B/(W)
<b>Aeronautical Operating Revenues</b>								
Aircraft Parking	18,984	28,578	9,594	51%	83,575	103,401	19,826	24%
Fuel Flowage Fees	45,813	45,321	(492)	-1%	263,244	324,530	61,286	23%
Landing Fees	111,078	130,864	19,786	18%	509,814	574,552	64,738	13%
Lease Income Aero	199,866	200,131	265	0%	1,422,269	1,093,440	(328,829)	-23%
Fuel Sales	557,097	438,444	(118,653)	-21%	2,695,525	2,305,063	(390,462)	-14%
Services Sold - Aero	423,194	351,499	(71,695)	-17%	1,979,830	2,748,119	768,289	39%
<b>Sub-total Aero Operating Revenues</b>	<b>1,356,032</b>	<b>1,194,837</b>	<b>(161,195)</b>	<b>-12%</b>	<b>6,954,257</b>	<b>7,149,105</b>	<b>194,848</b>	<b>2.8%</b>
<b>Non-Aeronautical Operating Revenues</b>								
Concessions	72,073	65,039	(7,034)	-10%	325,900	253,596	(72,304)	-22%
Lease Income Non-Aero	101,325	106,026	4,701	5%	492,223	524,746	32,523	7%
Parking	252,137	198,291	(53,846)	-21%	1,664,229	1,149,993	(514,236)	-31%
Rental Car Fees	152,746	130,917	(21,829)	-14%	584,701	380,657	(204,044)	-35%
Svcs Sold - Non Aero	4,599	3,111	(1,488)	-32%	43,277	19,651	(23,626)	-55%
<b>Sub-total Non-Aero Operating Revenues</b>	<b>582,880</b>	<b>503,384</b>	<b>(79,496)</b>	<b>-14%</b>	<b>3,110,330</b>	<b>2,328,643</b>	<b>(781,687)</b>	<b>-25%</b>
<b>Total Operating Revenues</b>	<b>1,938,912</b>	<b>1,698,221</b>	<b>(240,691)</b>	<b>-12%</b>	<b>10,064,587</b>	<b>9,477,748</b>	<b>(586,839)</b>	<b>-6%</b>
<b>Operating Expenses</b>								
Costs of Goods Sold	349,906	235,095	114,811	33%	1,668,876	1,221,035	447,841	27%
Personnel	817,834	714,042	103,792	13%	3,723,567	3,489,861	233,706	6%
Comm & Utilities	49,727	62,504	(12,777)	-26%	405,336	421,708	(16,372)	-4%
Contractual Services	442,246	401,059	41,187	9%	1,845,125	1,915,035	(69,910)	-4%
Insurance	44,032	43,630	402	1%	209,643	219,570	(9,927)	-5%
Other	17,303	5,120	12,183	70%	188,731	57,650	131,081	69%
Repair & Maintenance	49,129	56,075	(6,946)	-14%	209,611	195,692	13,919	7%
Supplies & Materials	97,597	104,818	(7,221)	-7%	432,416	314,873	117,543	27%
Air Service Incentives [2,000,000]	0	0	0	0	0	0	0	0
Operating Contingency [2,313,872]	0	0	0	0	0	0	0	0
<b>Total Operating Expenses</b>	<b>1,867,774</b>	<b>1,622,343</b>	<b>245,431</b>	<b>13%</b>	<b>8,683,305</b>	<b>7,835,424</b>	<b>847,881</b>	<b>10%</b>
<b>Operating Income (Loss)</b>	<b>71,138</b>	<b>75,878</b>	<b>4,740</b>	<b>7%</b>	<b>1,381,282</b>	<b>1,642,324</b>	<b>261,042</b>	<b>19%</b>
	3.7%	4.5%			13.7%	17.3%		

Depreciation	1,380,301	7,263,646
CARES Act Recovery	1,713,931	6,897,705
<b>Total-to-Date CARES Act Recovery</b>	<b>13,922,590</b>	





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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:** December 17, 2020

This report is to provide notification of the active and upcoming solicitations to help ensure compliance with the Phoenix-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)
Invitation for Bid	2021-018-IFB	Passenger Channelization	February 2021

### Future Solicitations

Type Solicitation	Number	Title	Scheduled for Release	Anticipated Contract Award (Board Action)
Request for Qualifications	2021-016-RFQ	Master Developer, Gateway East	January 2021	List Creation
Invitation for Bid	2021-017-IFB	Alpha Apron Expansion Phase III	May 2021	July 2021
Request for Proposals	2021-019-RFP	Master Developer, Gateway East	May 2021	October 2021

### Equipment Disposals

Fiscal year totals from sales of decommissioned / nonworking equipment total \$8,460.

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