



# City of Corpus Christi

1201 Leopard Street  
Corpus Christi, TX 78401  
cctexas.com

## Meeting Minutes - Final

### Airport Board

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Monday, January 29, 2024

11:00 AM

Aviation Conference Center  
1000 International Blvd. C.C., TX. 78406

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#### SPECIAL-CALLED MEETING

The City of Corpus Christi promotes participation regardless of race, color, national origin, sex, age, religion, disability or political belief. Reasonable accommodation is provided upon request and in accordance with the Americans with Disabilities Act. For assistance or to request a reasonable accommodation, contact (361) 826-3300 at least 48 hours in advance. Upon request, this information can be available in larger print and/or in electronic format.

#### A. Call To Order

The January Special-called meeting of the Airport Board was called to order by Chairman Hicks at 11:08 a.m.

#### B. Roll Call

Roll was called and a quorum was present.

**Present:** 10 - Paul A. Cameron Jr., Hans Schumann, John LaRue, Kusumakar Sooda, Rosie Collin, Jeremy Taylor, Randall Hicks, Rey Saenz, Ricardo Talavera, and Travis Patterson

**Absent:** 2 - Brett Oetting, and Jon Reily

#### C. Public Comment

There was no public comment.

#### D. Approval of Minutes and Action on Absences

1. [24-0053](#) Approval of the Absences for the November 29th, 2023 Regular Airport Board Meeting

**Attachments:** [2023 AIRPORT BOARD ATTENDANCE](#)

Chairman Hicks asked that a correction to the attendance for the November 29th, 2023 Airport Board meeting be made to reflect that Board member Saenz was present. The minutes for the November meeting showed Board member Saenz as absent. Chairman Hicks moved to approve the absences with a correction to reflect that Board member Saenz' was present. First Vice-chair LaRue seconded and the motion carried.

2. [24-0054](#) Approval of the Minutes for the November 29th 2023 Regular Airport Board Meeting

Attachments: [11292023 - November Airport Board Minutes - Unpublished](#)

Chairman Hicks moved to approve the minutes for the November 29th, 2023 Regular Airport Board Meeting. Board member Cameron seconded and the motion carried.

**E. New Business for Discussion and Possible Action**

3. [24-0058](#) Nominations and Possible Action to Elect Airport Board 2nd Vice-chairman

Chairman Hicks called for nominations for the vacant Airport Board 2nd Vice-chairman position. Dr. Rey Saenz was nominated. Chairman Hicks called for a vote. First Vice-chairman LaRue moved to elect Board member Saenz as the 2nd Vice-chairman. Board member Colin seconded and the motion carried.

4. [24-0056](#) Presentation, Discussion and Possible Action to recommend City Council authorize a Request for Qualifications (RFQ) for Air Service Development Consulting Services for the Corpus Christi International Airport

Attachments: [01292024 - Air Service Development RFQ](#)

Deputy Director Miller presented the information on the RFQ for Air Service Development Consulting Services for the Airport. Discussion was heard. First Vice-chairman LaRue moved to approve this item. Board member Talavera seconded and the motion carried.

5. [24-0057](#) Presentation, Discussion and Possible Action to recommend City Council authorize a Request for Proposals (RFP) for Marketing Services at the Corpus Christi International Airport

Attachments: [01292024 - Marketing RFP](#)

Marketing Manager, Lacey Guzman, presented this item to the members. Discussion was heard. First Vice-chair LaRue moved to recommend City Council approve this item. Board member Saenz seconded and the motion carried.

6. [24-0059](#) Presentation, Discussion and Possible Action to Recommend City Council Authorize a Lease with Turo, a Peer-to-Peer Carsharing Co, to Operate out of the Corpus Christi International Airport

Attachments: [01292024 - Turo Lease](#)

Director Smith presented this item to the members. Discussion was heard. Chairman Hicks called for a motion. Board member Taylor moved to approve this item. Board member Schumann seconded and the motion carried.

7. [24-0055](#) Presentation, Discussion and Possible Action to Recommend City Council Approve a 5-year Lease with Matt Danysh Farms, Inc. for a Term of Five (5) Years for 68.93 Acres at the Corpus Christi International Airport

**Attachments:**     [01292024 - Danysh & Jungmann Ag Leases](#)

Asst. Director Miller presented this item to the members. Discussion was heard on this item. Chairman Hicks called for a motion. Board member Colin moved to approve. Second Vice-chairman Saenz seconded and the motion carried.

8.     [24-0130](#)     Presentation, Discussion and Possible Action to Recommend City Council Approve a Five (5) Year Lease with Matt Danysh Farms, Inc and Russell Jungmann for 692.35 Acres at the Corpus Christi International Airport

**Attachments:**     [01292024 - Danysh & Jungmann Ag Leases](#)

Asst. Director Miller presented this item to the members. Discussion was heard. Chairman Hicks called for a motion. Board member Talavera moved to approve this item. Board member Patterson seconded and the motion carried.

9.     [24-0167](#)     Discussion of Airport Board Members' Priorities for the Corpus Christ International Airport

Director Smith requested members to consider any priorities the would like to see implemented at the Airport. Chairman Hicks requested members submit their priorities directly to him by the end of February. There is no deadline for this information. However, if an item requires to be budgeted, the deadline is March 15th. Discussion was heard on this item.

#### **F.     Staff Reports**

10.    [24-0093](#)     United Airlines Silver Safety Award

**Attachments:**     [01292024 - United Airlines Silver Safety Award](#)

Deputy Director Miller informed the members that the Silver Safety Excellence Certification was awarded to CCIA by United Airlines & United Ground Express. This an internal United Airlines program that recognizes United Airports and non-airport locations that implement exceptional safety performance and exhibit the highest commitment to employee safety and health. He added that several factors such as leadership and employee engagement; hazard prevention and controls; safety promotion and training; as well as, work-site analysis are required to receive this award. Discussion was heard.

11.    [24-0060](#)     2023 End of Year Recap

**Attachments:**     [01292024 - End of Year Recap](#)

Director Smith reported on CCIA's end-of-the year recap for 2023. He reported the enplanements were at 354,429 which is 73% YTD over pre-pandemic year 2019. He also reported that the cost per enplanement was reduced by 37% (\$8.82 est.) which is down from \$14.64 in 2020. He continued by reporting that revenue was at an all time high at over \$11M for 2023 with \$2.9M of this generated in parking revenue. He also added that it also takes into account that CCIA proided over \$100,000 in free parking to

disabled veterans. Director Smith also spotlighted key 2023 projects such as the Master Plan, Terminal Rehabilitation, Air Service Development and Restaurant Improvements. Discussion was heard.

12. [24-0069](#) FAA-SCC-AAAE Partnership Conference

**Attachments:** [01292024 - SCC-AAAE SW AIRPORT PARTNERSHIP CONF - Hurst TX](#)

Deputy Director Miller reported to the members that several members of CCIA staff would be attending this conference. He added that this is the one conference where airports can meet with FAA staff. He also added that it was important that staff attend this meeting this year as the Airport's long-time FAA Program Manager retired and it would provide staff the opportunity to meet and establish a new relationship with the person taking this position. The role of the Program Manager is to advocate, on a federal level, for grants for our Airport. Discussion was heard on this item.

13. [24-0062](#) Peer Review Council

**Attachments:** [01292024 - Peer Review Council](#)

Deputy Director Miller reported to the members that the Peer Review Council, which is through the South Central Chapter of the AAAE, included several local, regional airport. CCIA hosted six airports which included Abilene, Kerrville, New Braunfels, Garden City and others. Discussion of industry trends, current events, common problems and unique solutions were shared among those airports in attendance. Discussion was heard on this item.

14. [24-0064](#) Monthly Air Service Report

**Attachments:** [12002023- GAR - PKT](#)

Director Smith reminded the members that the entire report was emailed to the members in the agenda packet last week. However, he would be reviewing the highlights of the Monthly Air Service Report. He noted that enplanements were up to 31,505 which are above 2019 levels. Discussion was heard.

15. [24-0065](#) Financial Report

**Attachments:** [01292024 - Financial Report](#)

Asst. Director Miller stated that since there was no meeting in December, she would be reporting on both November & December's financials. She continued by stating that November's total gross sales were at \$271,420 with December's at \$253,532 with a slight decline in parking in December. She continued by reporting on parking revenue with a 3-year historical review. She added that November & December were trending down from October for 2023; but, she felt that it would climb again with 2024 Spring Break. Revenue is still up over the same months in November & December in 2021 & 2022. In her 13-month Data Comparison between Passengers, Food & Beverage,

Parking and Rentals Cars, the change from December 2022 and December 2023 showed all increased percentage changes. In conclusion, the Airport Financials through December 25% was the target for revenue and expenses with the report indicating that revenues are on target at 28% and Expenses at 31%. She also noted that Net Income is at (\$1,927,247) and would continue to be in the negative for a few months due to Encumbrances, which have not been applied. Discussion was heard.

16. [24-0066](#) Capital Planning Report

Attachments: [01292024 - Capital Planning Report](#)

Deputy Director Miller updated the members on several ongoing projects. He began with the Terminal Rehabilitation Project that includes the new patio. He stated that the estimated completion date is April, 2024. The second floor restrooms are under construction and have an estimated completion of March, 2024. The Cooling Tower replacement is underway. The Rental Car Rehabilitation Project is on-going with coordination with the Public Works Department for the construction phase and a temporary lot in Short-term Parking. He also added that the Master Plan kick-off meeting would be conducted this afternoon. Discussion was heard on this item.

17. [24-0068](#) Marketing Report

Attachments: [01292024 - Marketing Report](#)

Lacey Guzman, Marketing Manager, reported on the progress of the "Fly Local Campaign". She reported that pledges are up to 98 business and 16,493 individuals with a goal of 150 business pledges. She also reported on social media activity including a significant increase of activity of 66,258 view on a recently posted video. She reported on some ads the Airport has circulating noting that several recognitions of CCIA staff at local events. She also reported on posts to the Airport social media on recent events. Discussion was heard on this item.

**G. Future Agenda Items**

No items were presented for the future agenda.

**H. Adjournment**

As there was no further business, Chairman Hicks adjourned the meeting at 12:27 p.m.