



Meeting of the CRAA Board of Directors

February 25, 2020

Columbus Regional Airport Authority

4600 International Gateway

Board Room

Columbus, OH 43219



Board Meeting Agenda

Tuesday, February 25, 2020 at 4:00 p.m. | Board Room

- I) Call to Order W. Heifner
- II) Approval of January 28, 2020 Minutes
- III) Committee Reports
 - Air Service & Customer Experience..... F. Bertley
 - Business Development & Logistics..... E. Kessler
 - Facilities & Services P. Chodak
 - Finance & Audit F. Bertley
 - Human Resources..... K. Morrison
- IV) President & CEO Report J. Nardone
- V) Reading of Resolutions
- VI) Other Business
 - Request to Speak – Jeff Hobson



MEETING OF THE CRAA BOARD OF DIRECTORS | MINUTES OF JAN. 28, 2020

Present: William R. Heifner, Chair
Jordan A. Miller Jr., Vice Chair
Frederic Bertley
Don M. Casto III – via teleconference; non-voting member
Paul Chodak III – via teleconference; non-voting member
Elizabeth P. Kessler
Susan Tomasky

Absent: Karen J. Morrison
Terrance Williams

CRAA Executive Staff: Joseph R. Nardone, C.M., President & Chief Executive Officer
Amanda Wickline, General Counsel & Chief Administrative Officer
Randy Bush, Chief Financial Officer
Shannetta Griffin, Chief Commercial Officer
Tom McCarthy, Chief Planning & Engineering Officer
Jodie Bare, Chief Innovation Officer

CRAA Staff: K. Bailey, K. Easterday, S. Fitzpatrick, R. Fridley, J. Gardner, C. Goodwin, R. Gray, J. Pemberton, C. Pollock, B. Sarkis, K. Shirer, T. Smith, P. Streitenberger, C. Tracy

Others Present: Don Barker, TSA
Kenny Birk, VS Engineering
Josh Epperson, VS Engineering
Donald Gaitten, Terracon Consultants Inc.
Meghan Rankey, Schaefer
Kyle Sellers, Gilbane Building Company
Sonja Simpson, Michael Baker International
Greg Stidham, Shirk & O'Donovan
Kristen Studabaker, Carpenter Marty Transportation
Jim Thompson, Port Columbus US Historical Society

CALL TO ORDER

Chair Heifner called the meeting of the Columbus Regional Airport Authority Board of Directors to order at 4:02 p.m., Tuesday, Jan.28, 2020.

MINUTES

Chair Heifner noted one correction to the minutes of the Dec. 03, 2019, meeting.

The minutes will be revised to reflect that the Finance and Audit Committee reviewed the October financials and not the September financials.

Chair Heifner then asked if there were any additional changes or corrections to the minutes.

Hearing no additional changes or corrections, Miller moved for approval; Kessler seconded. Motion passed.

TSA Update

Don Barker, TSA Federal Security Director for Ohio, addressed the Board on new technology items introduced at CMH. Updates include new Computed Tomography (CT) X-ray machine at Concourse B checkpoint which will allow for a more thorough image of carry-on baggage; a Credential Authentication Technology (CAT) machine which will work in conjunction with Real ID verification at TSA ticket document stations; and an upgrade to the baggage screening system. Barker also touched on the recent tensions with Iran.

Coronavirus Update

Charlie Goodwin and Chris Pollock addressed the Board on Coronavirus. Pollock detailed the Authority's partnerships with local public health entities and plans to address Coronavirus if needed.

Committee Updates

Chair Heifner referenced new committee assignments for 2020:

To begin, Chair Heifner thanked Tomasky and Casto for their continued board and committee service while we await the appointment of their successors. Chair Heifner also noted that Tomasky and Casto would continue to serve on their currently assigned committees during this period.

- Air Service & Customer Experience Committee – Chair Bertley, Casto, Kessler and Williams
- Business Development & Logistics Committee – Chair Kessler, Casto, Chodak, Morrison and Tomasky
- Facilities & Services Committee – Chair Chodak, Heifner and Williams
- Finance & Audit Committee – Chair Miller, Bertley and Heifner
- Human Resources Committee – Chair Morrison, Casto, Heifner, Miller and Tomasky

COMMITTEE REPORTS

Air Service and Customer Experience Committee:

Kessler reported the committee had not met since the last Board meeting and that the committee's next meeting is Feb. 19, 2020.

Business Development and Logistics Committee:

Kessler reported the committee met just prior to the Board meeting and discussed the following:

- Logistics report on 2019 year-end air cargo and exports status.
- 2020 Logistics Strategic Plan.
- Real estate activity for CMH, LCK and TZR.
- The committee's next meeting is April 22, 2020.

Facilities and Services Committee:

Chodak reported the committee met on Jan. 22, 2020, and discussed the following:

- Review of safety metrics, which showed a decline in lost time incidents. The committee is pleased with staff's efforts in this regard.
- Updates to major capital projects report: CONRAC, Residence Inn, utility corridor, escalators, LCK MOS and Rickenbacker Global Logistics Park – all projects are tracking well.
- 2020 off to good start with 11 projects totaling \$112M.
- Review of six resolutions: 01-20, 02-20, 03-20, 04-20, 05-20 and 06-20.
- The committee's next meeting is Feb. 19, 2020.

Finance and Audit Committee:

Miller reported the committee met on Jan. 22, 2020, and discussed the following:

- Review of financial feasibility.
- A request from Jeff Hobson, a representative of My Chauffeur, to review pick-up/drop-off fees.
- An update from the internal audit staff regarding the 2020 Audit Plan and audits completed in 2019.
- The proposed new financial trend report. The new report was shared with the full Board and feedback is requested.
- Bush provided an overview of the December financial statements.

Security Building, the Truck Scale and Block Heaters located at 7066 Cargo Road, Columbus, Ohio, at Rickenbacker International Airport through Oct. 30, 2030.

MOVED: S. Tomasky;
YEA: 5 NAY: _____

SECONDED: F. Bertley
ABSTAIN: _____

RESOLUTION #06-20 of the Columbus Regional Airport Authority authorizing the President & CEO or his designee to authorize the grant of real property, in the form of a road right-of-way, to the City of Columbus for improvements to public highways and roads adjacent to Shook Road and State Route 317 at Rickenbacker International Airport.

MOVED: F. Bertley;
YEA: 5 NAY: _____

SECONDED: J. Miller
ABSTAIN: _____

RESOLUTION #07-20 of the Columbus Regional Airport Authority authorizing the Chair of the Board to negotiate on behalf of the Columbus Regional Airport Authority ("the Authority") a new employment agreement with Joseph R. Nardone with such terms and conditions that are in the Authority's best interest and as may be either recommended by the Human Resources Committee of the Board or deemed appropriate by the Chair of the Board.

MOVED: E. Kessler;
YEA: 5 NAY: _____

SECONDED: F. Bertley
ABSTAIN: _____

RESOLUTION #08-20 of the Columbus Regional Airport Authority recognizing Don M. Casto III for his 26 years of dedication and exemplary service to the Columbus Regional Airport Authority.

MOVED: J. Miller;
YEA: 5 NAY: _____

SECONDED: E. Kessler
ABSTAIN: _____

RESOLUTION #09-20 of the Columbus Regional Airport Authority recognizing Susan Tomasky for her 11 years of dedication and exemplary service to the Columbus Regional Airport Authority.

MOVED: E. Kessler;
YEA: 5 NAY: _____

SECONDED: J. Miller
ABSTAIN: _____

OTHER BUSINESS

Chair Heifner requested a motion to nominate Jenny Gardner as the Assistant Secretary to the Board; Tomasky moved for approval; Kessler seconded. Motion passed.

Nardone recognized Ray Fridley as the 2019 Employee of the Year. Fridley is a project manager in the Planning & Engineering division. Nardone noted Fridley's tireless commitment to the organization; forward-thinking, positive attitude; and excellent work ethic.

With no further business brought before the Board, Chair Heifner adjourned the meeting at 5:02 p.m. Tuesday, Jan. 28, 2020.

Respectfully submitted,


Joseph R. Nardone, C.M.
Secretary
JRN | jdj



FINANCIAL STATEMENTS

January 31, 2020

Respectfully Submitted
Randy Bush, CPA, CIA
Chief Financial Officer

Unaudited for internal purposes



COLUMBUS
REGIONAL AIRPORT AUTHORITY

CRAA Operating Revenue & Expenses						
For the Period Ending January 31, 2020						
(\$ In Thousands)						
REVENUE	2020				2019	
	ACTUAL	BUDGET	VARIANCE	%	ACTUAL	VARIANCE
PARKING	\$3,385	\$3,305	\$80	2.4%	\$3,244	\$141
AIRLINES	3,278	3,153	125	4.0%	3,007	271
GROUND TRANSPORTATION	1,119	1,140	(22)	-1.9%	941	178
CONCESSIONS & MISC LESSEES	979	741	239	32.2%	869	110
AIR FREIGHT	663	673	(10)	-1.5%	704	(41)
HOTEL	319	319	-	-	326	(7)
GENERAL AVIATION	319	335	(16)	-4.8%	363	(44)
GROUND HANDLING FEES	278	397	(119)	-30.0%	375	(97)
FOREIGN TRADE ZONE	295	290	5	1.7%	275	20
INTERMODAL LIFT FEES	105	112	(8)	-7.1%	82	22
OTHER INCOME	38	31	7	22.5%	31	7
	\$10,778	\$10,497	\$280	2.7%	\$10,217	\$561
EXPENSES						
SALARIES & WAGES	\$3,272	\$3,500	\$228	6.5%	\$2,302	(\$971)
BENEFITS & PERSONNEL	741	912	170	18.7%	806	64
SUPPLIES & MATERIALS	468	700	231	33.1%	667	199
SERVICES	1,991	2,439	447	18.3%	1,909	(83)
HOTEL SERVICES	198	198	-	-	207	9
CONTRACT LABOR FBO/GSE	214	236	22	9.3%	207	(7)
CONTRACT LABOR OTHER	807	901	93	10.4%	817	10
OTHER EXPENSES	-	-	-	-	-	-
	\$7,693	\$8,885	\$1,192	13.4%	\$6,915	(\$778)
OPERATING INCOME BEFORE DEPRECIATION						
	\$3,085	\$1,612	\$1,473	91.4%	\$3,302	(\$218)

MANAGEMENT COMMENTS**CURRENT YEAR BUDGET VARIANCE:****REVENUE**

Total Operating Revenue has a favorable budget variance of \$280.

PARKING - \$80

The favorable variance is due to increased utilization of the Long-Term Garage, Blue Lot, Red Lot, Green Lot, Walking Lot, Off-Site Parking, and the Rickenbacker Lot. These are partially offset by a decrease in the utilization of the Short-Term Garage.

AIRLINES- \$125

The favorable variance is due to an increase in Landing Fee revenues.

CONCESSIONS & MISC LESSEES - \$239

The favorable variance is due to an increase in Food and Beverage Income compared to budget.

GROUND HANDLING FEES - (\$119)

The unfavorable variance is due to several scheduled cargo flight cancellations as a result of the virus outbreak in China as well as fewer passenger flights scheduled compared to budget. There was also a decrease in aircraft deicing revenue due to the unseasonably warmer weather.

EXPENSES

Total Operating Expenses have a favorable budget variance of \$1,192.

SALARIES & WAGES - \$228

The favorable variance is a result of vacant positions that were budgeted for the year that haven't been filled yet as well as decreases in overtime and PTO expenses.

BENEFITS & PERSONNEL - \$170

The favorable variance is a result of vacant positions anticipated to utilize OPERS.

SUPPLIES & MATERIALS - \$231

The favorable variance is due to a decrease in Snow Removal Supplies usage as a result of unseasonably warmer weather.

SERVICES - \$447

The favorable variance is due to the timing of spend for Software Maintenance, Equipment Maintenance and Rental, and Professional Services. These were partially offset by an increase in spend for Dues & Subscriptions.

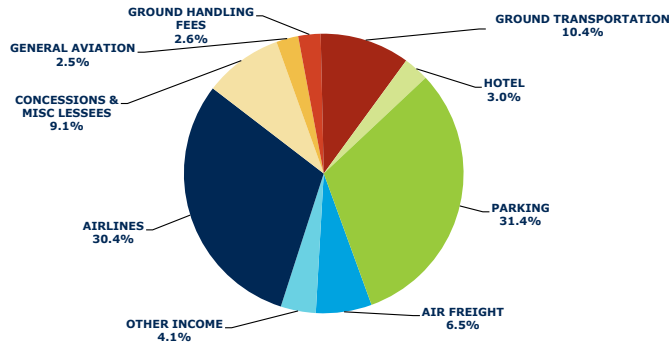
CONTRACT LABOR OTHER - \$93

The favorable variance is primarily due to a decrease in spend for contracted snow removal labor as a result of the unseasonably warmer weather.

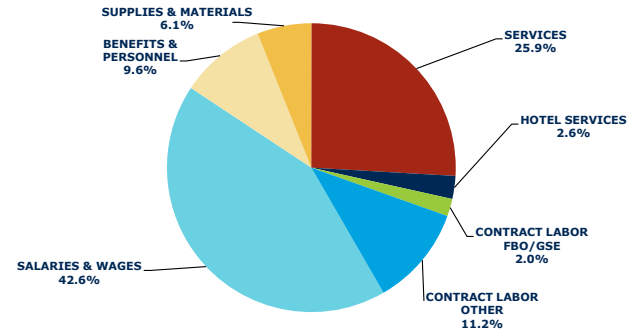
COLUMBUS REGIONAL AIRPORT AUTHORITY

For the Period Ending January 31, 2020
(\$ In Thousands)

COMPOSITION OF OPERATING REVENUE (Current Year Percentage)



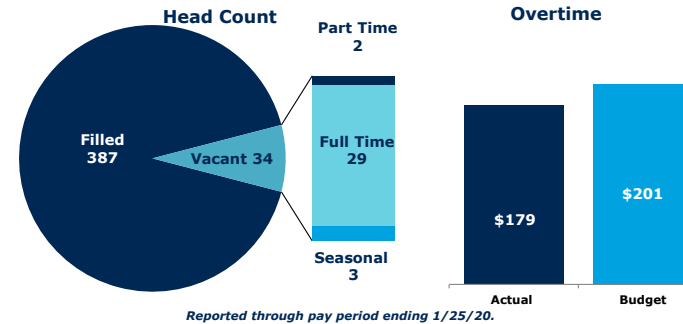
COMPOSITION OF OPERATING EXPENSES (Current Year Percentage)



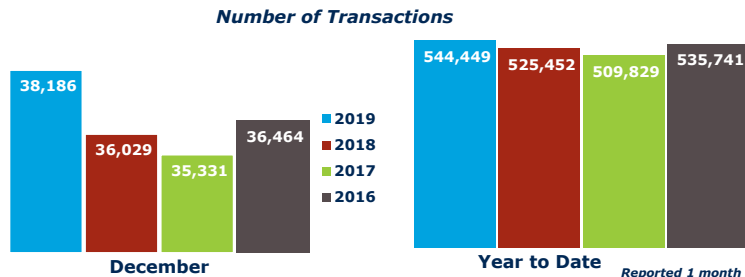
UTILITY COSTS (Year over Year / Year to Date)



CRAA SALARIES & WAGES (LCK & CMH)



RENTAL CAR ACTIVITY (Year over Year / Year to Date)




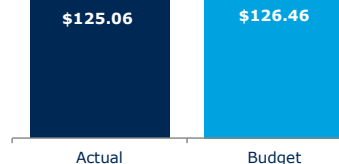
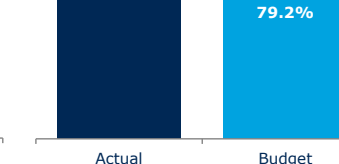
	Gross Receipts		
	12/31/2019	12/31/2018	Variance
AVIS	\$15,198	\$15,181	\$17
BUDGET	11,543	10,578	965
DOLLAR	4,788	4,596	192
THRIFTY	5,169	5,467	(298)
ENTERPRISE	15,503	16,773	(1,270)
HERTZ	18,671	18,266	405
NATIONAL	18,470	15,841	2,628
ALAMO	6,878	5,092	1,787
TOTAL	\$96,221	\$91,794	\$4,427

COLUMBUS REGIONAL AIRPORT AUTHORITY JOHN GLENN INTERNATIONAL

For the Period Ending January 31, 2020
(\$ In Thousands)

HOTEL OPERATIONS

	Actual	Budget	Variance
REVENUE	\$319	\$319	-
EXPENSES	198	198	-
Net Operating Income	\$121	\$121	-

Revenue Per Available Room	Average Daily Rate	Occupancy Rate
		

Statistical Results are reported 1 month in arrears.

EXPENSES BY COST CENTER



NON-AIRLINE REVENUE

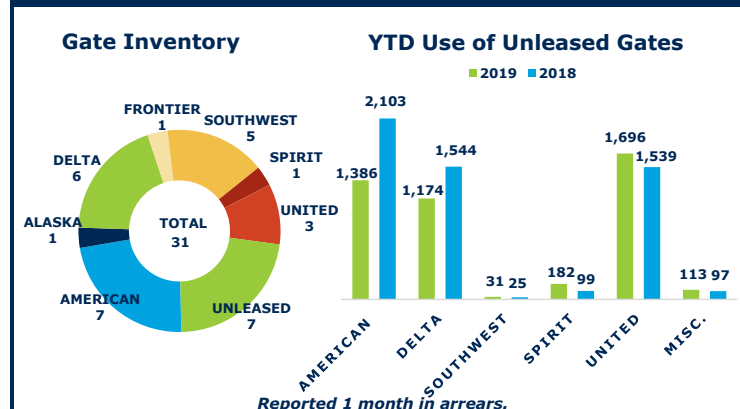
Actual	\$5,801
Budget	\$5,516
Variance	\$285
% of Total Revenue	64.4%

LEASABLE LANDSIDE BUILDINGS

(Square Feet)

Occupied	229,833
Air Cargo - 4760	9,000
Air Cargo - 4750	6,000
625 N. Hamilton	62,360
Vacant	77,360
Total	307,193
% Occupied	75%

JOHN GLENN COLUMBUS GATES



COLUMBUS REGIONAL AIRPORT AUTHORITY RICKENBACKER INTERNATIONAL

For the Period Ending January 31, 2020

(\$ In Thousands)

RICKENBACKER OPERATING INCOME					
	2020			2019	
	Actual	Budget	Variance	Actual	Variance
Revenue					
Aviation - Business Services	\$522	\$635	(\$113)	\$663	(\$142)
Aviation - Public Airport	584	557	27	541	43
Aviation - Airside Buildings	111	124	(13)	111	(0)
Real Estate	461	466	(5)	422	39
Indirect	-	-	-	-	-
Total	1,677	1,782	(105)	1,736	(59)
Expenses					
Aviation - Business Services	478	520	42	421	(57)
Aviation - Public Airport	437	665	227	522	85
Aviation - Airside Buildings	56	85	29	66	10
Real Estate	43	107	64	50	7
Indirect	204	263	59	171	(32)
Total	1,217	1,639	422	1,230	13
Net Operating Income	\$460	\$143	\$316	\$506	(\$46)

FBO OPERATIONS				
		Actual	Budget	Variance
GROUND FUEL EVENT FEES				
	UNLEADED	\$1,125	\$1,050	\$75
	DIESEL	8,785	9,490	(705)
		\$9,910	\$10,540	(\$630)
FUEL INTO PLANE FEES				
	CARGO	\$123,532	\$97,453	\$26,079
	PASSENGER	7,560	12,090	(4,530)
		\$131,092	\$109,543	\$21,549
NUMBER OF AIRCRAFT TURNS				
	CARGO	70	96	(26)
	PASSENGER	55	63	(8)
		125	159	(34)
AVIATION RETAIL FUEL SALES (GALLONS)				
	JET A	3,112	7,500	(4,388)
	AVGAS	318	542	(224)
		3,430	8,042	(4,612)

LEASABLE LANDSIDE BUILDINGS	
(Square Feet)	
Occupied	287,635
<i>Air Cargo - 7200</i>	9,600
<i>Air Cargo - 7280</i>	24,000
<i>Star Check - 7250</i>	66,650
Vacant	100,250
Total	387,885
% Occupied	74%

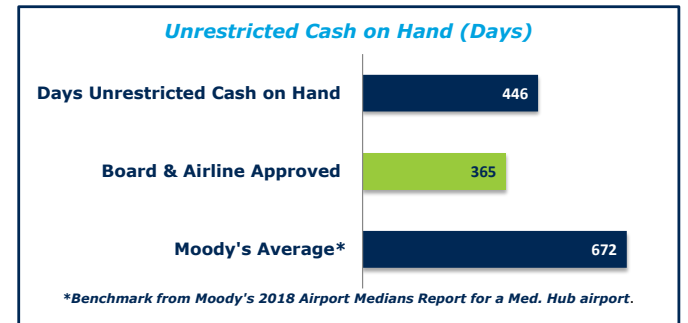
Statement of Net Position Analysis

For the Period Ending January 31, 2020

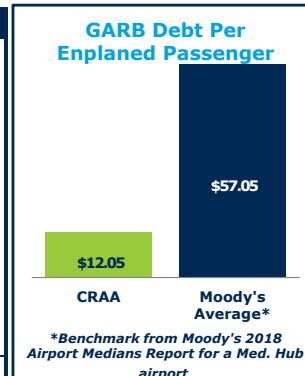
(\$ In Thousands)

ASSETS	1/31/2020	12/31/2019	VARIANCE
CASH & CASH EQUIVALENTS	\$282,877	\$286,935	(\$4,057)
ACCOUNTS RECEIVABLE, NET	18,842	18,541	301
INVENTORY & PREPAIDS	3,783	3,587	197
LAND, PROPERTY & EQUIPMENT, NET	776,196	779,480	(3,284)
DEPOSITS, DEFERRED OUTFLOWS	18,903	18,903	-
TOTAL ASSETS & DEFERRED OUTFLOWS	\$1,100,601	\$1,107,444	(\$6,844)
LIABILITIES			
CURRENT LIABILITIES:			
ACCOUNTS PAYABLE	\$8,990	\$15,069	(\$6,078)
REVOLVING CREDIT FACILITY	17,395	17,395	-
ACCRUED EXPENSES	16,336	17,785	(1,448)
UNEARNED INCOME, DEFERRED INFLOWS	3,431	3,406	25
LONG-TERM LIABILITIES:			
CFC SPECIAL FACILITY REVENUE BONDS	94,325	94,325	-
CMH GENERAL AIRPORT REVENUE BONDS	60,010	60,864	(855)
UNFUNDED PENSION LIABILITY	48,883	48,883	-
UNFUNDED OPEB LIABILITY	24,623	24,623	-
TOTAL LIABILITIES & DEFERRED INFLOWS	273,993	282,349	(8,356)
NET POSITION			
NET POSITION - BEGINNING OF YEAR	825,095	810,467	14,628
INCREASE (DECREASE) IN NET POSITION	1,512	14,628	(13,116)
NET POSITION - END OF PERIOD	826,607	825,095	1,512
TOTAL LIABILITIES, DEFERRED INFLOWS & NET POSITION	\$1,100,601	\$1,107,444	(\$6,844)

CASH BALANCES		
UNRESTRICTED FUNDS:	% of Total	
REVENUE FUND	\$28,283	10.00%
GENERAL PURPOSE FUND	65,109	23.02%
O&M/R&R FUND	13,194	4.66%
HOTEL ESCROW FUND	1,205	0.43%
SECURITY DEPOSIT FUND	432	0.15%
	108,223	38.26%
RESTRICTED FUNDS:		
PASSENGER FACILITY FUND	45,372	16.04%
RENTAL CAR FACILITY FUND	117,050	41.38%
BOND DEBT SERVICE FUND	9,205	3.25%
RETAINAGE DEPOSIT FUND	3,028	1.07%
	174,655	61.74%
TOTAL CASH	\$282,877	



DEBT STRUCTURE		
	Financial Institution	Outstanding Balance
Revolving Credit Facility (80% LIBOR +45 bppa)	Bank of America	\$17,395
Long-Term Debt		
CFC Special Facility Revenue Bonds:		
Series - 2019 (Mat. 2048, 4.03%)	Public	\$94,325
CMH General Airport Revenue Bonds:		
Series - 2013 (Mat. 2021, 1.66%)	Key Bank	\$3,206
Series - 2015 (Mat. 2030, 2.48%)	Huntington National Bank	29,801
Series - 2016 (Mat. 2023, 1.62%)	Key Bank	27,003
		\$60,010



CAPITAL EXPENDITURES	
2020 Approved Capital Budget	\$125,686
Total Cash Expenditures to Date	\$5,180
% of Approved Capital Budget	4%
Total Accrued Expenditures to Date	\$748
% of Approved Capital Budget	1%
Total Baseline to Date	\$2,750
% of Accrued Expenditures to Baseline to Date	27%

Columbus Regional Airport Authority
Terminal Concessions Report

4th Quarter 2019

Respectfully Submitted

Shannetta Griffin, P.E.
Chief Commercial Officer
Business Development



COLUMBUS
REGIONAL AIRPORT AUTHORITY

Current Tenant Listing

	A Concourse	B Concourse	C Concourse	Pre-Security
Food & Beverage	Charley's Vending Chili's Donatos Jeni's Pepsi Starbucks Vino Volo	Auntie Anne's Bob Evans Express Charley's Vending Eddie George's Grille 27 Jeni's Land Grant Pepsi Starbucks Wolfgang Puck Express	American Craft Tavern Charley's Vending Donatos Pepsi PGA TOUR Grill Starbucks	Burger King Charley's Philly Steaks Max & Erma's Pepsi Starbucks- Baggage Claim Starbucks- Food Court
Retail	Best Buy CNBC Shop Paradies Kiosk	Best Buy TravelMart Columbus Marketplace	Best Buy CNBC Shop Columbus Marketplace	Brighton Collectables Brooks Brothers PGA Tour Shop The Scoreboard Short North Marketplace
Services	Airport Mailers FuelRod Fifth Third ATM Ohio Lottery	Airport Mailers FuelRod Fifth Third ATM Massage Bar Ohio Lottery	Airport Mailers FuelRod Fifth Third ATM Ohio Lottery	Chase ATM Fifth Third ATM Huntington ATM Ohio Lottery Shoe Shine Smarte Carte Ready Credit
Advertising	Clear Channel RBX Media			

Gross Revenue

YTD Comparison

2017

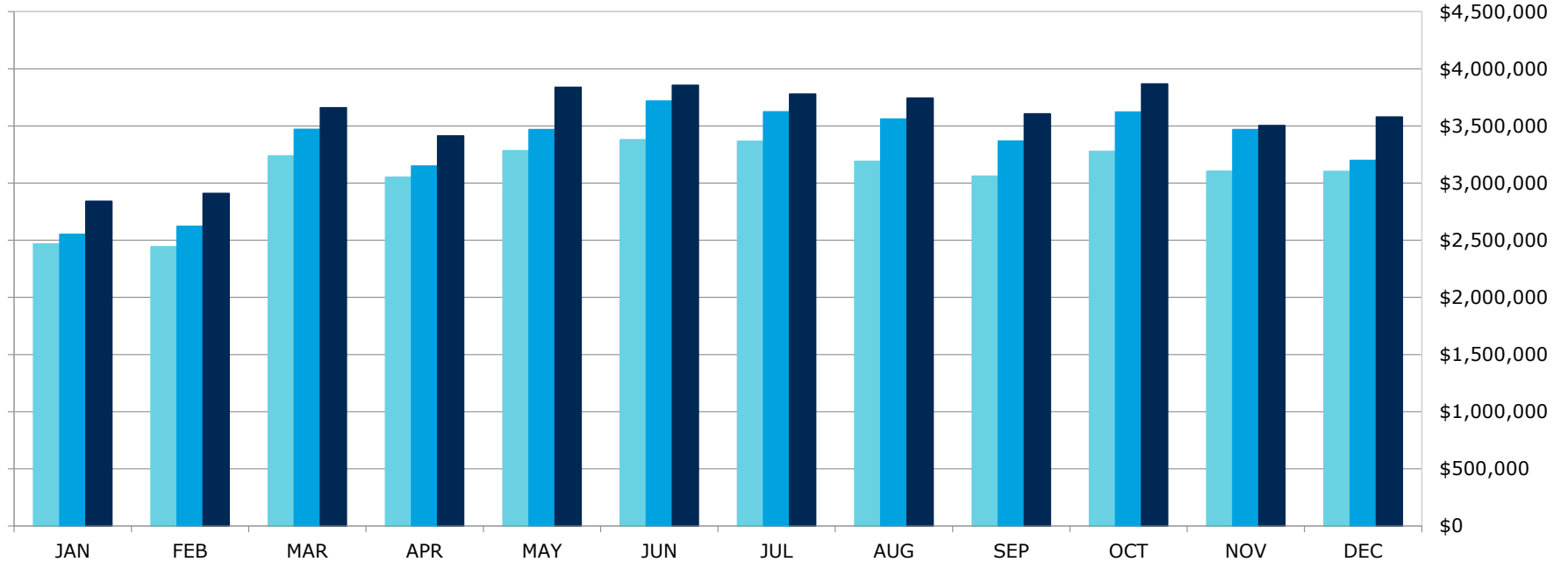
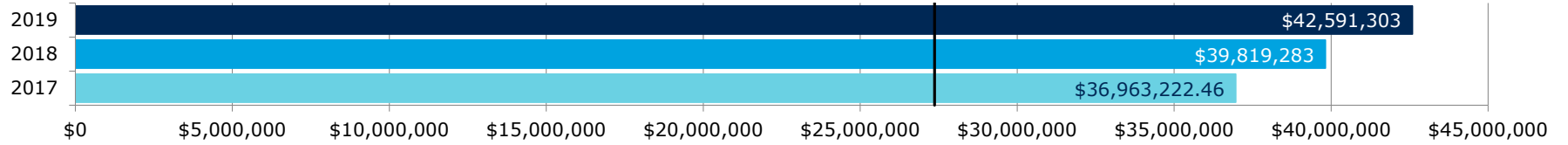
2018

2019

2019 vs 2018 %
change

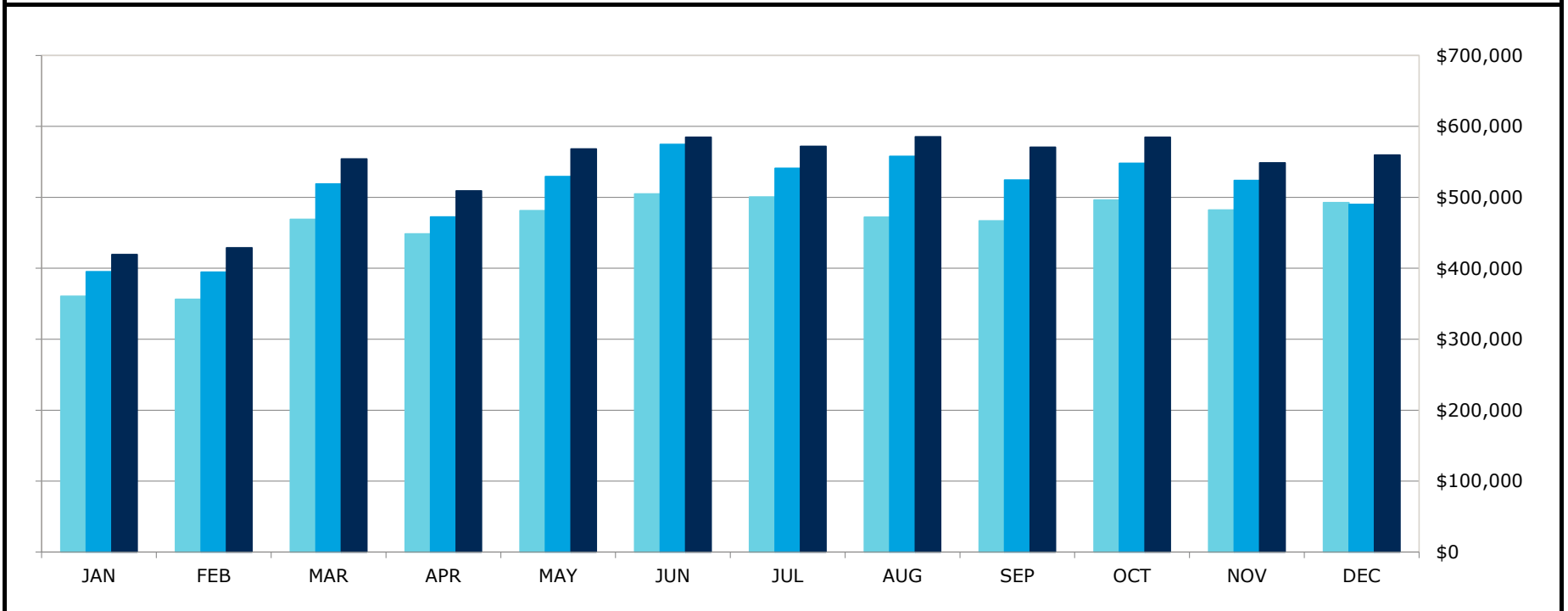
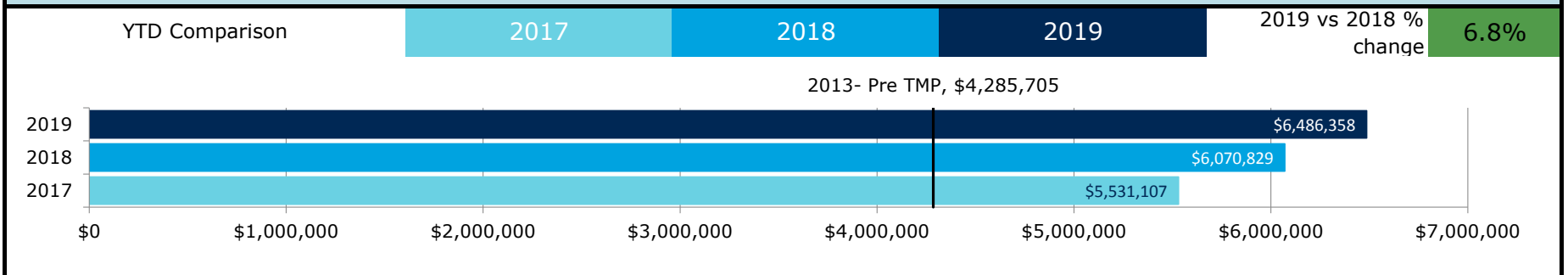
7.0%

2013- Pre TMP, \$27,368,207



Includes total sales of all concessions: food & beverage, retail, services, advertising.

Net Revenue



Includes total sales of all concessions: food & beverage, retail, services, advertising.

Gross Revenue Per Enplaned Passenger

YTD Comparison

2017

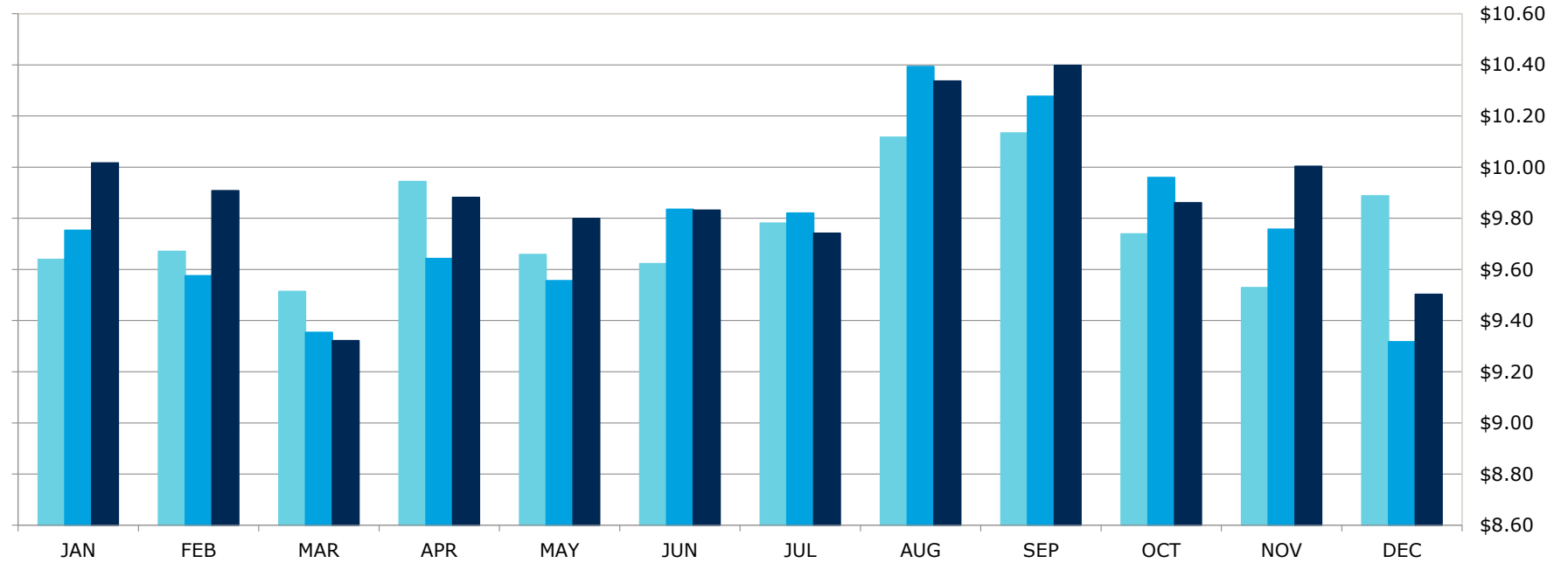
2018

2019

2019 vs 2018 % change

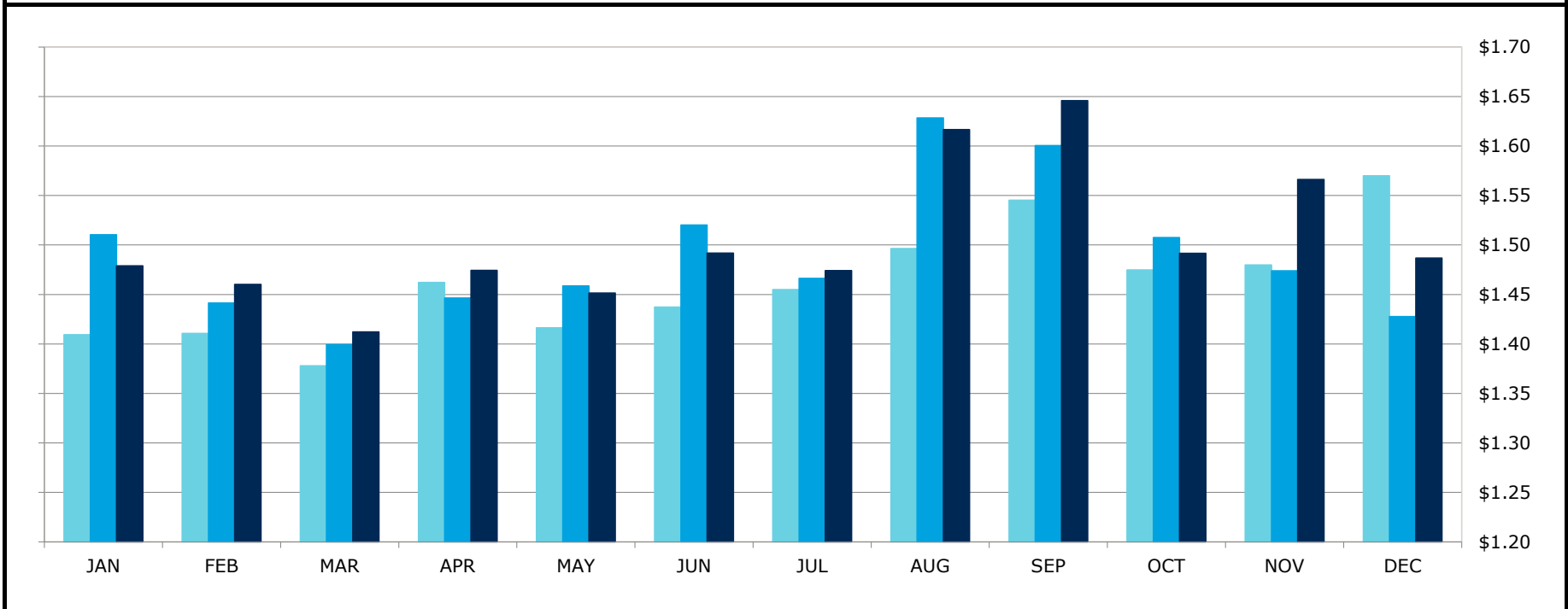
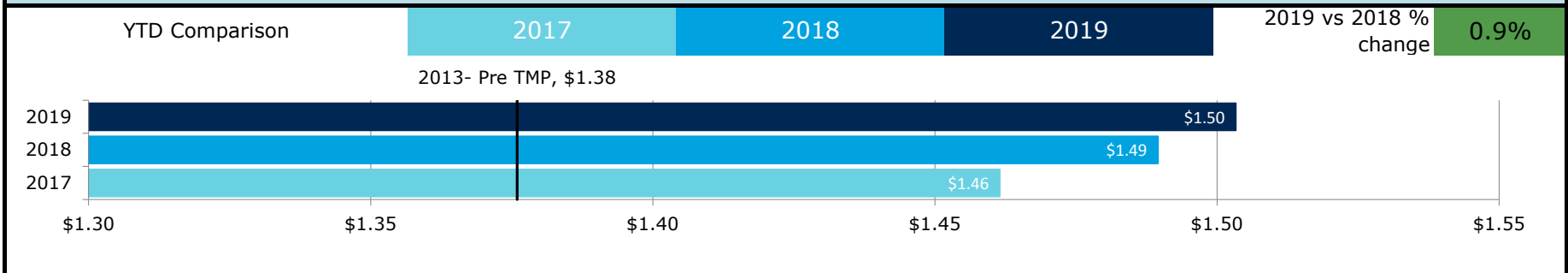
1.0%

2013- Pre TMP, \$8.79

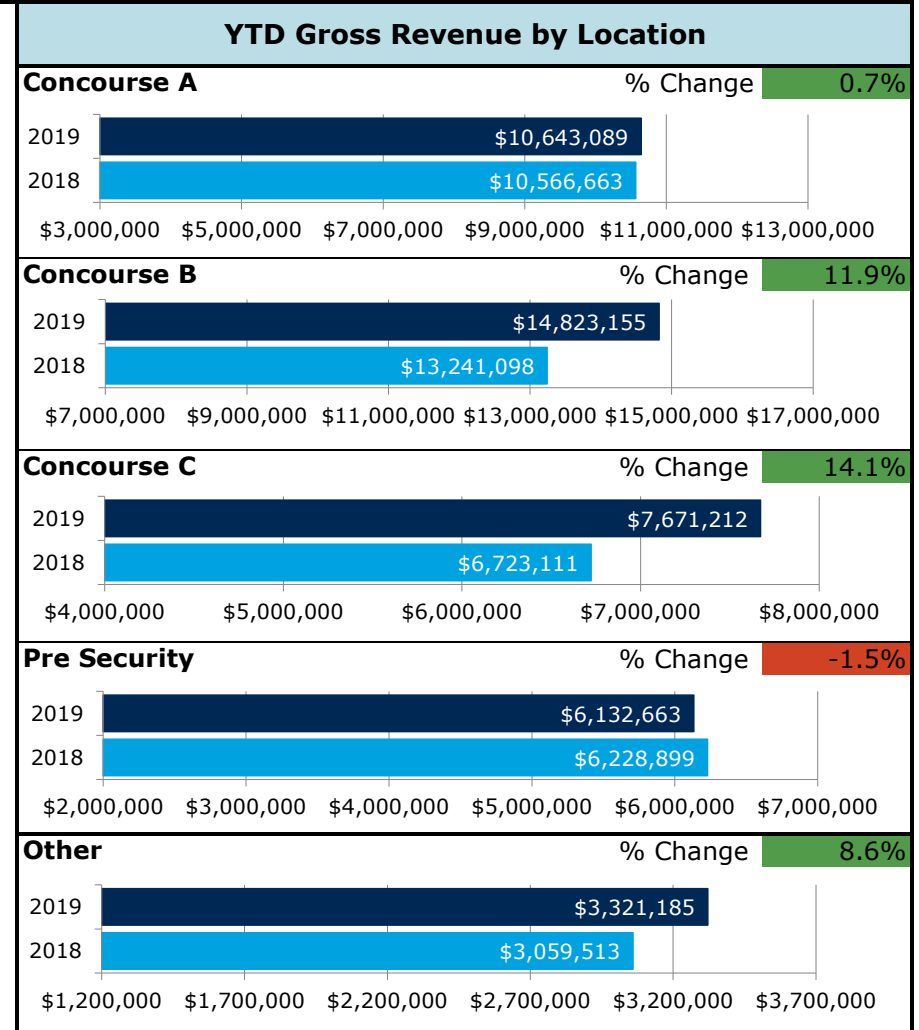
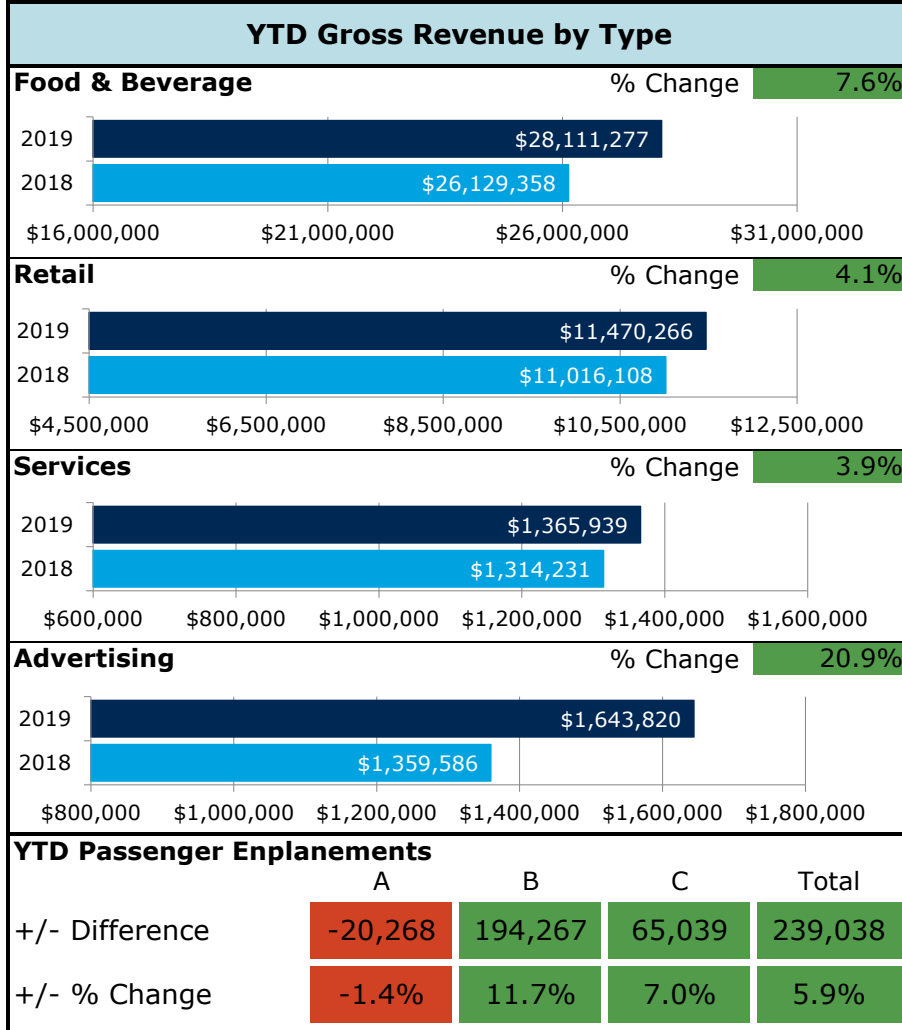


Identifies the average gross revenue per enplaned (outbound) passenger at CMH. This isolates the variable of passenger levels across time.

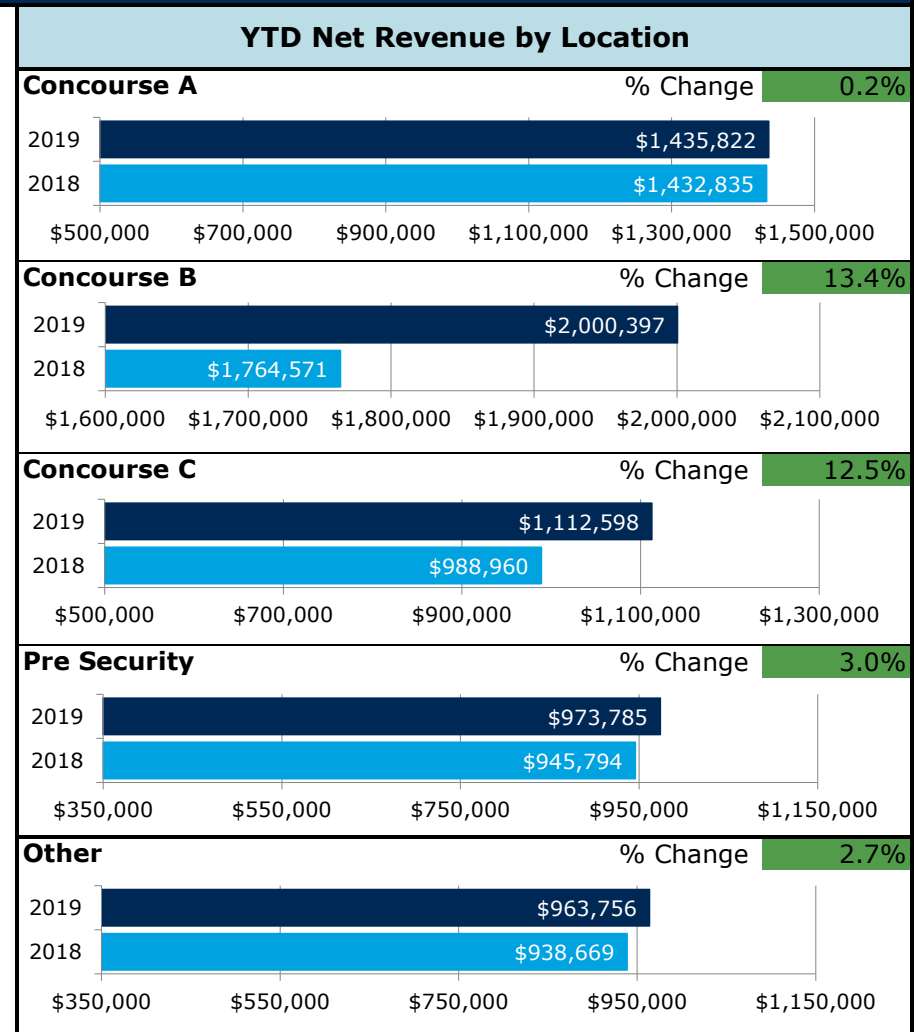
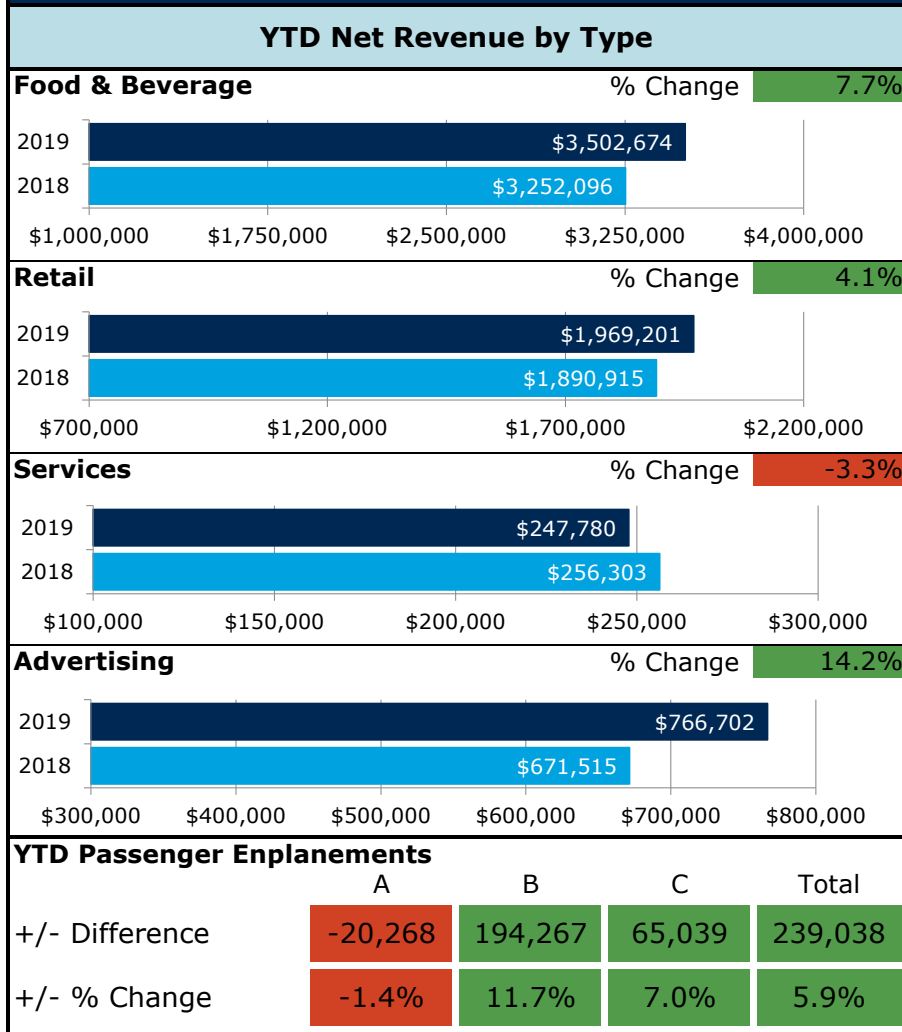
Net Revenue Per Enplaned Passenger



Identifies the average revenue to the Authority per enplaned (outbound) passenger at CMH. This isolates the variable of passengers levels across time.



"Other" reflects the revenue of tenants with units in each concourse/location:
 Airport Mailers, Best Buy, Clear Channel, FuelRod, Huntington ATMs, Ohio Lottery, Pepsi, RBX Media, Smarte Carte, Vending



"Other" reflects the revenue of tenants with units in each concourse/location:
 Airport Mailers, Best Buy, Clear Channel, FuelRod, Huntington ATMs, Ohio Lottery, Pepsi, RBX Media, Smarte Carte, Vending

Columbus Regional Airport Authority
Rental Car Report

4th Quarter 2019

Respectfully Submitted

Shannetta Griffin, P.E.

Chief Commercial Officer
Business Development



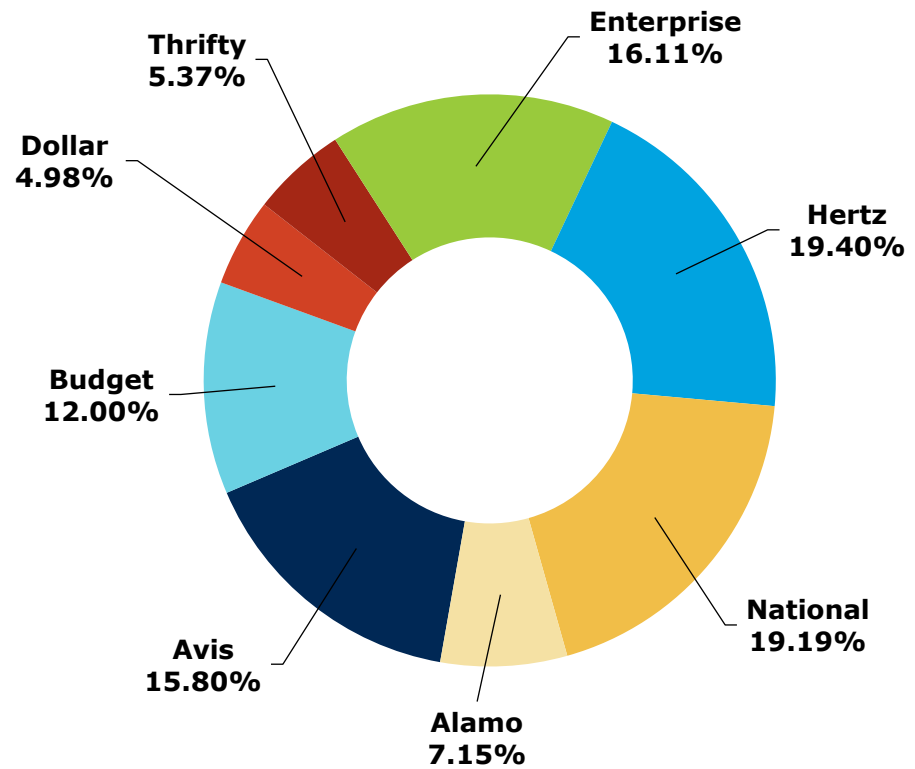
COLUMBUS
REGIONAL AIRPORT AUTHORITY

Rental Car Brands

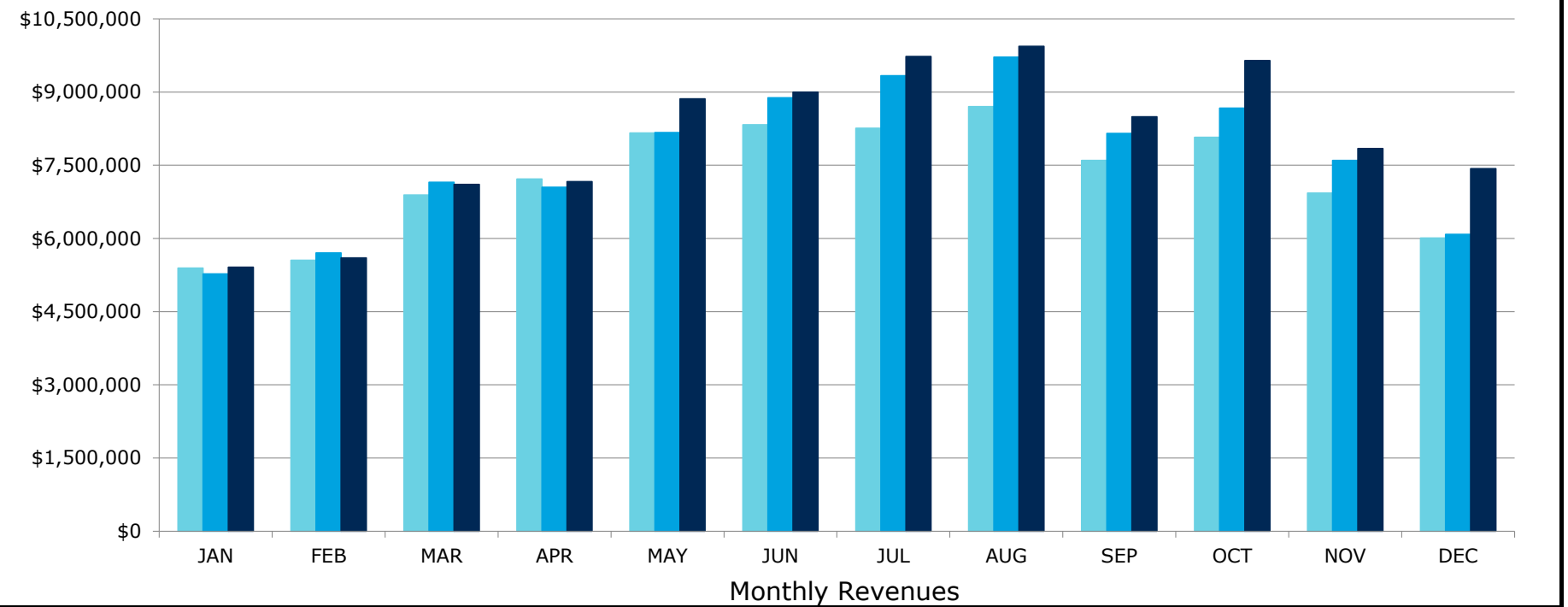
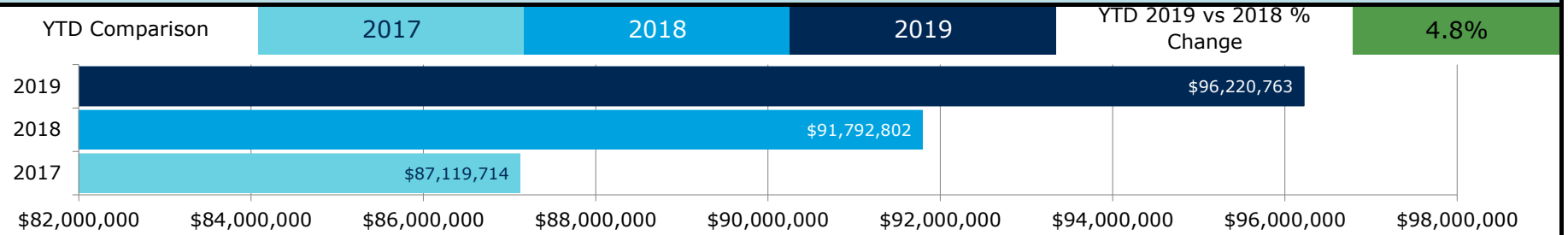
Listed by Parent Company

Avis Budget Group	27.79%
Avis Rent A Car	
Budget Rent A Car	
Dollar Thrifty Auto Group	10.35%
Dollar Rent A Car	
Thrifty Car Rental	
Enterprise Rent A Car	16.11%
Hertz Car Rental	19.40%
Midwest Car Corporation	26.34%
National Car Rental	
Alamo Rent A Car	

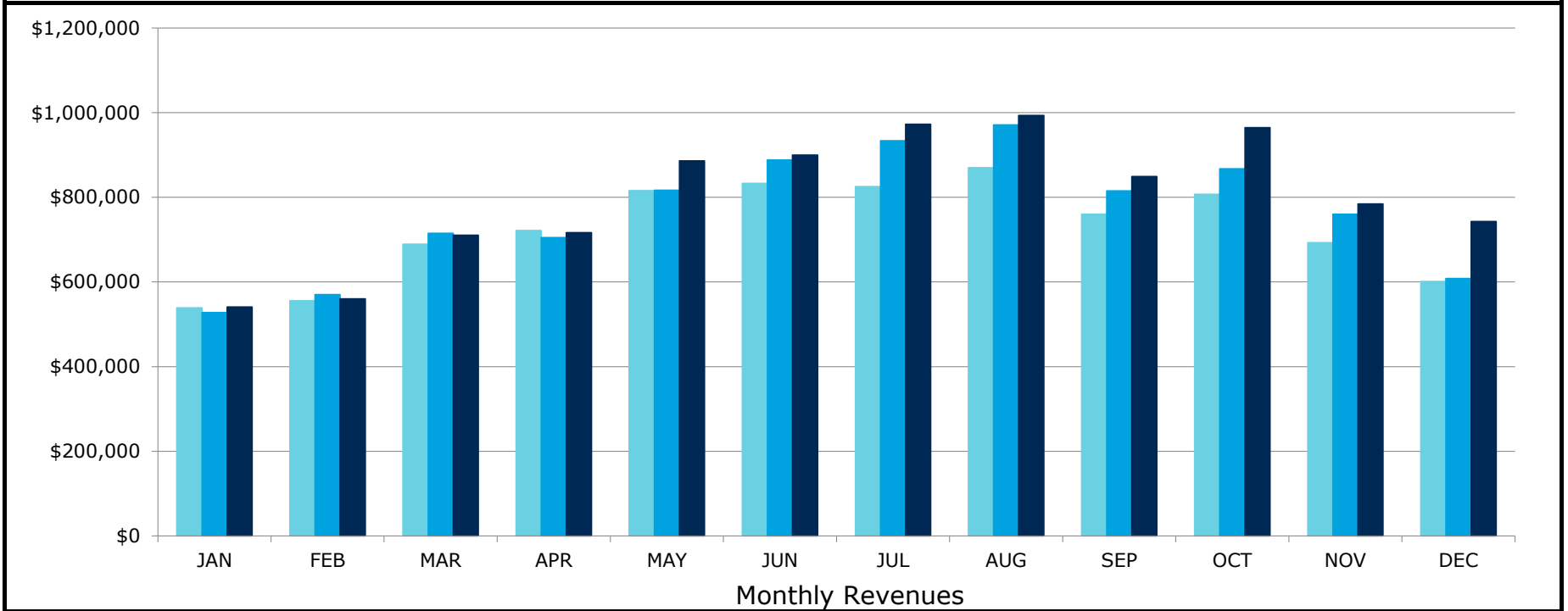
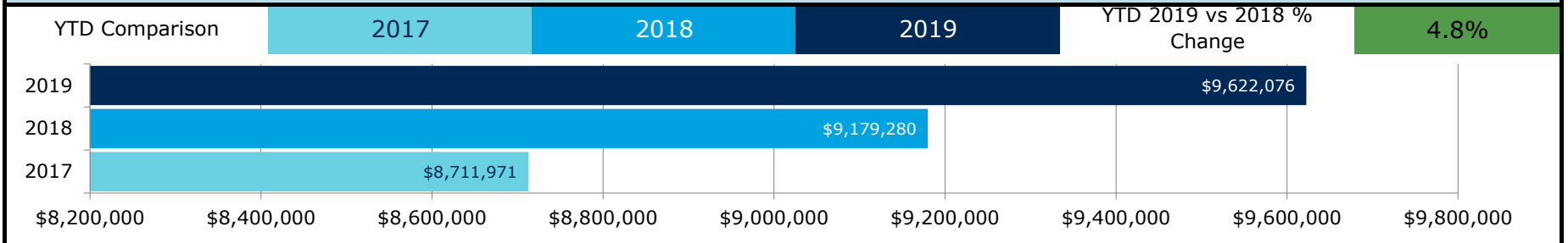
YTD Market Share



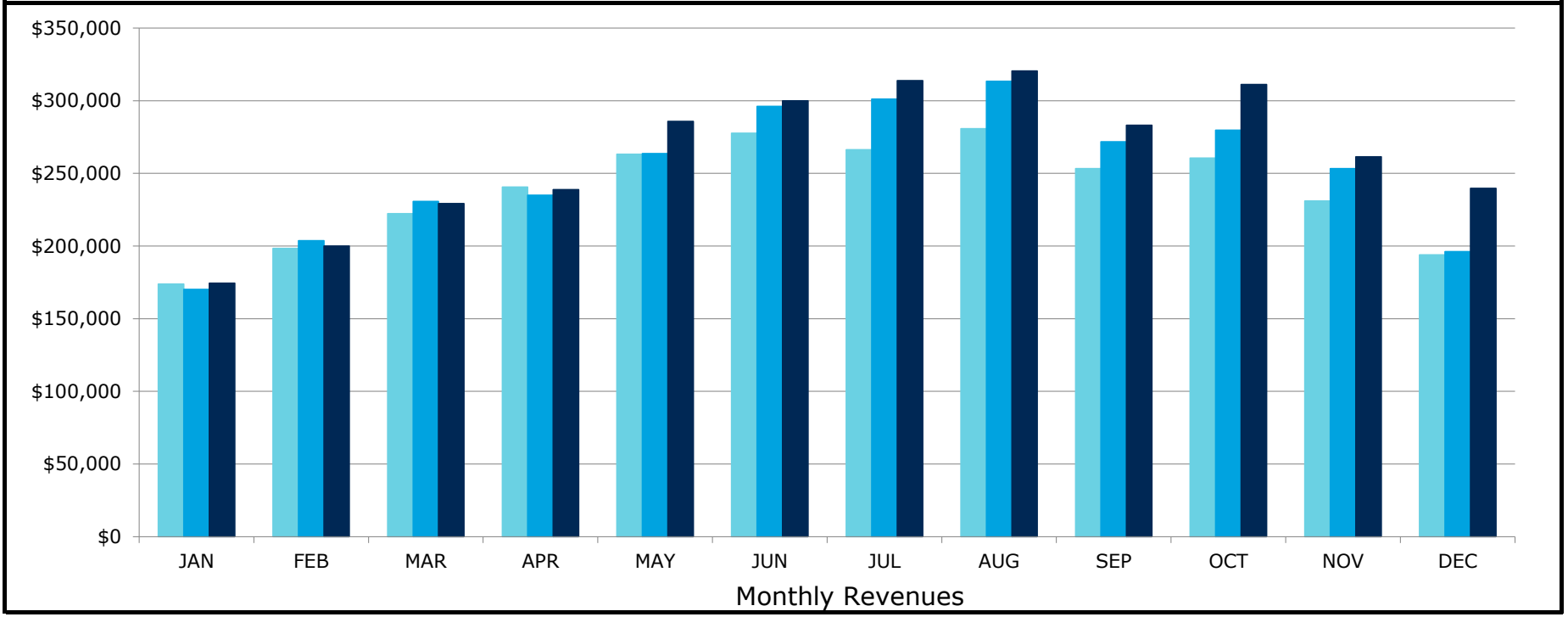
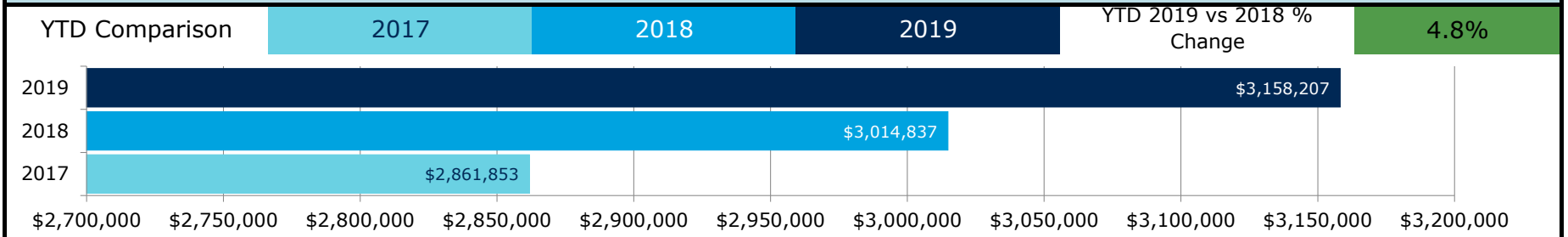
Gross Revenue



Net Revenue



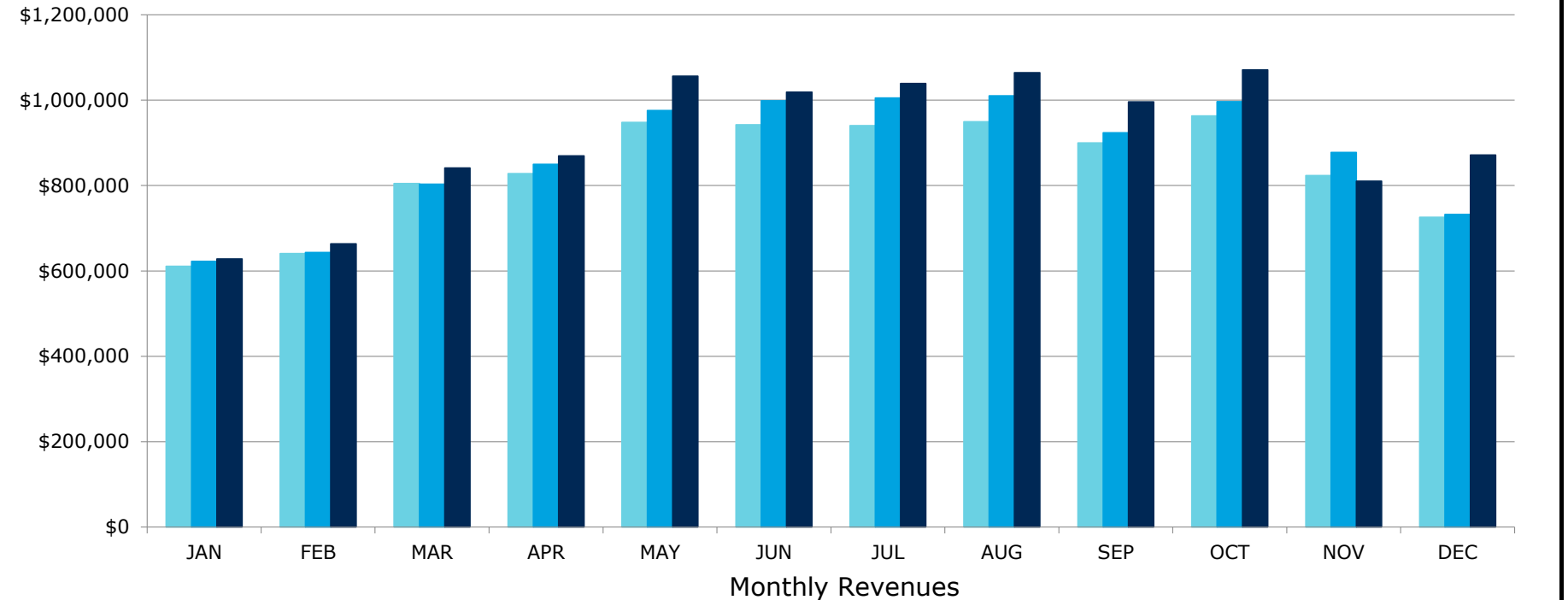
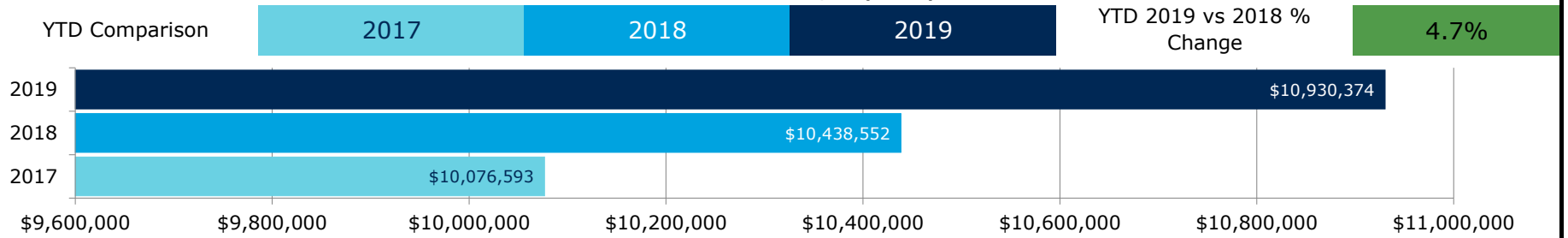
Total Gross Receipts Per Transaction Day



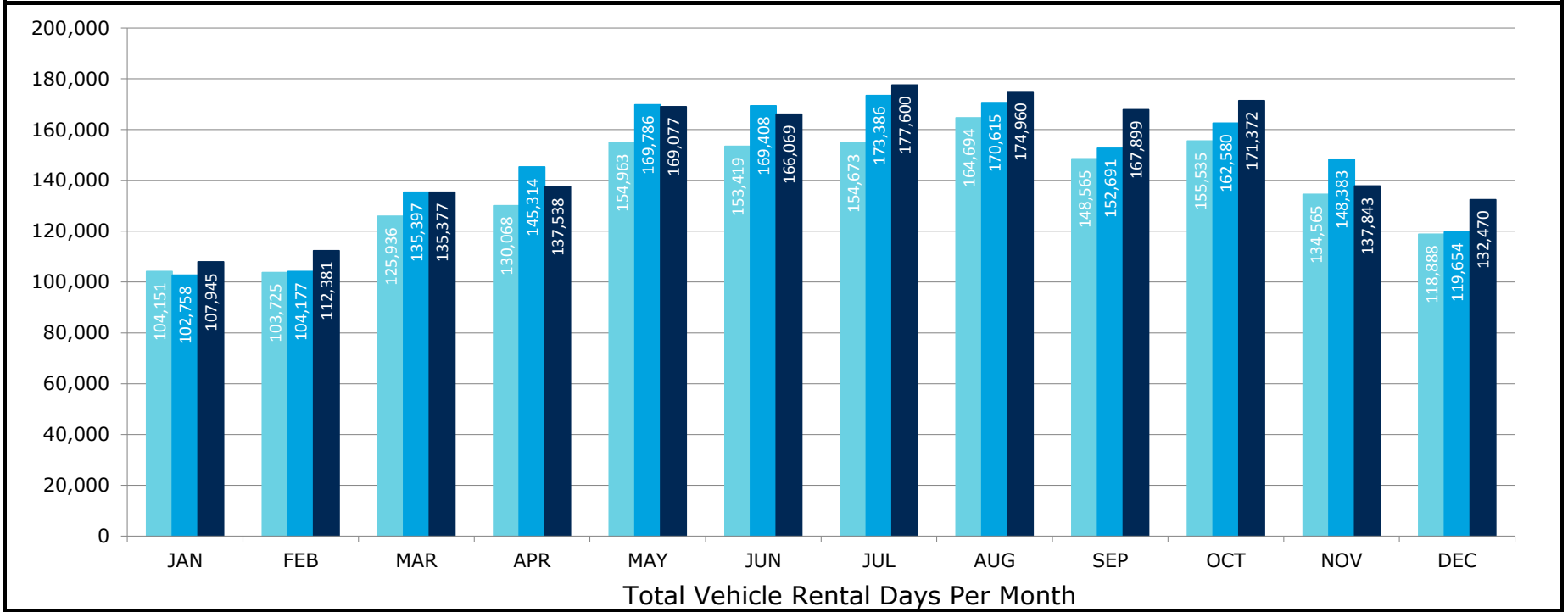
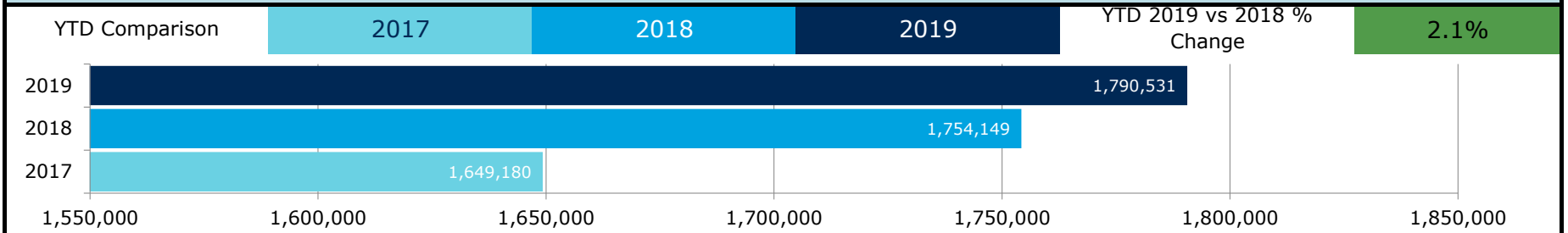
2019

Customer Facility Charge

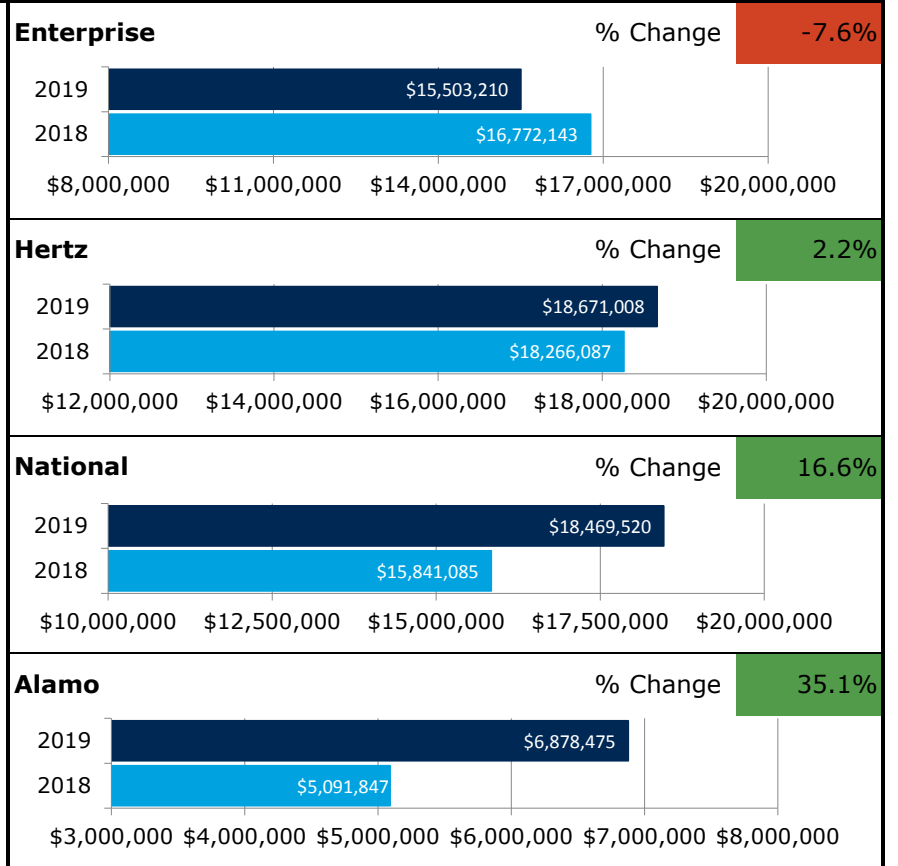
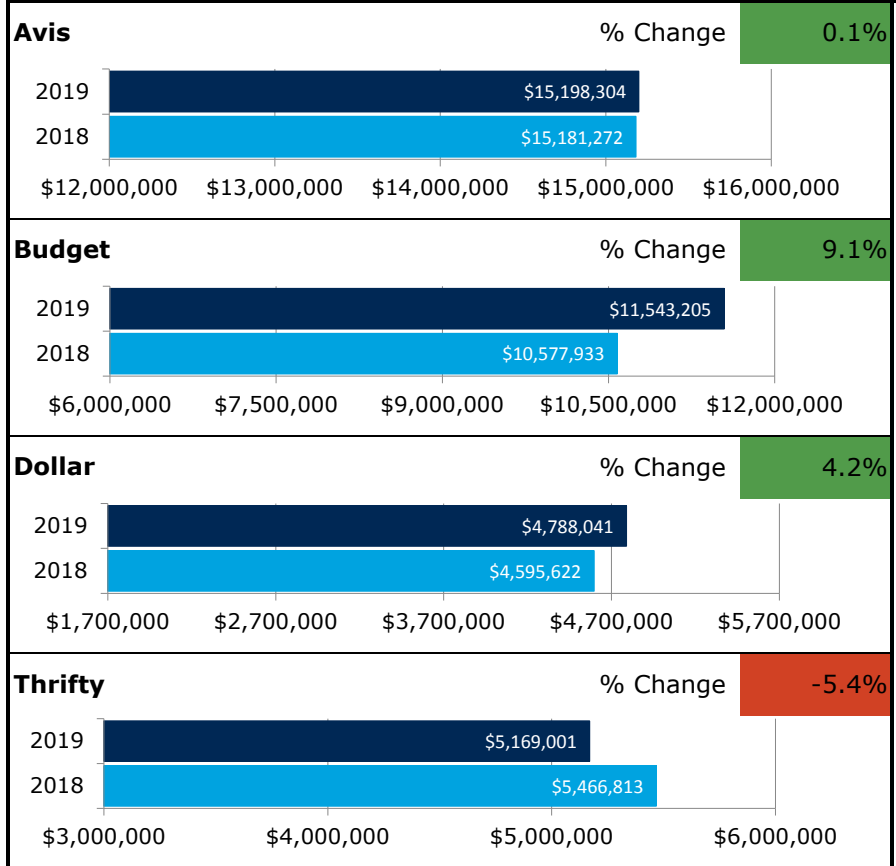
Current CFC Balanace: \$86,619,099.88



Rental Transaction Days



YTD Gross Revenue Per Brand



YTD Passenger Enplanements

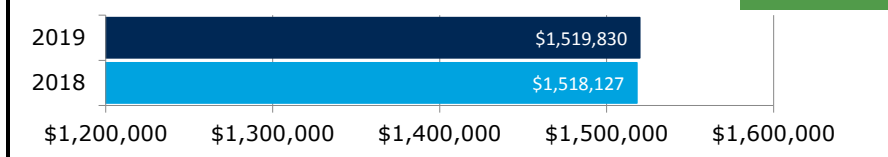
	A	B	C	Total
+/- Difference	-20,268	194,267	65,039	239,038
+/- % Change	-1.4%	11.7%	7.0%	5.9%

- Brands by Concession Agreement**
- Avis Budget Car Rental**
 - Avis Rent A Car
 - Budget Rent A Car
 - DTG Operations**
 - Dollar Rent A Car
 - Thrifty Car Rental
 - DTG Operations**
 - Dollar Rent A Car
 - Thrifty Car Rental
 - EAN Holdings**
 - Enterprise Rent A Car
 - Byers Car Rental**
 - Hertz Car Rental
 - Midwest Car Corp.**
 - (Assigned to EAN Holdings)**
 - National Car Rental
 - Alamo Rent A Car

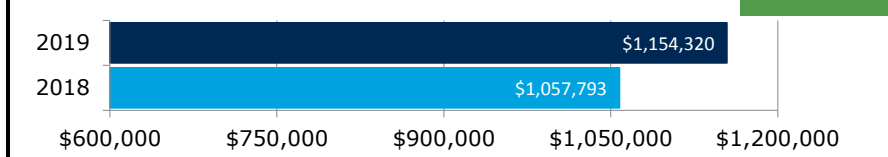
Note: Charter enplanements are combined with C Concourse totals.

YTD Net Revenue Per Brand

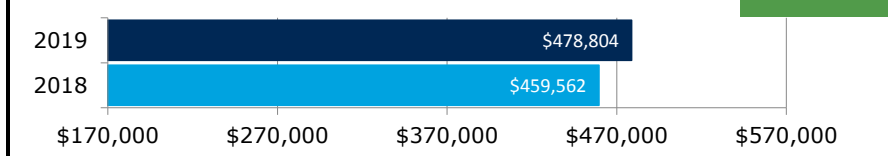
Avis % Change **0.1%**



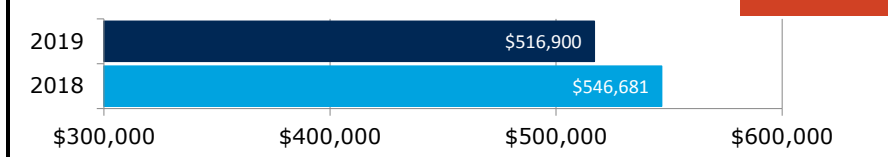
Budget % Change **9.1%**



Dollar % Change **4.2%**



Thrifty % Change **-5.4%**

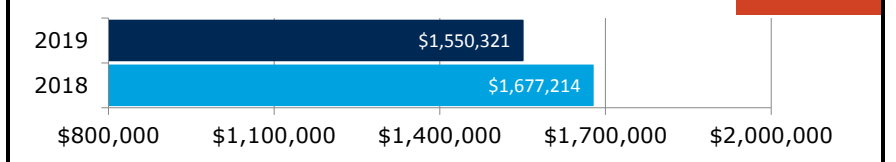


YTD Passenger Enplanements

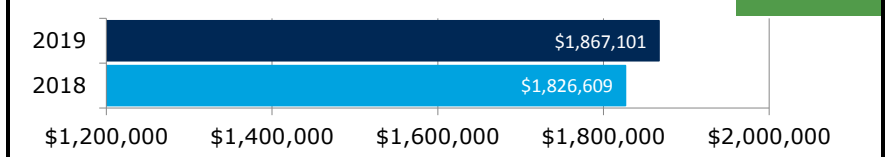
	A	B	C	Total
+/- Difference	-20,268	194,267	65,039	239,038
+/- % Change	-1.4%	11.7%	7.0%	5.9%

Note: Charter enplanements are combined with C Concourse totals.

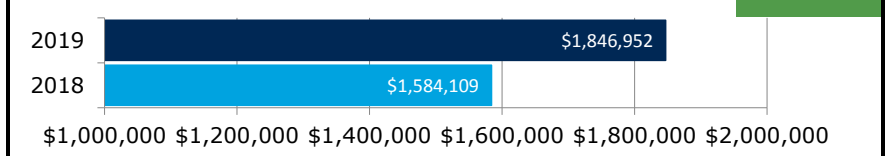
Enterprise % Change **-7.6%**



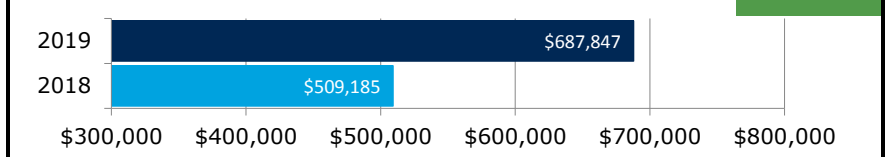
Hertz % Change **2.2%**



National % Change **16.6%**



Alamo % Change **35.1%**



Brands by Concession Agreement

Avis Budget Car Rental

- Avis Rent A Car
- Budget Rent A Car

DTG Operations

- Dollar Rent A Car
- Thrifty Car Rental

EAN Holdings

- Enterprise Rent A Car

Byers Car Rental

- Hertz Car Rental

Midwest Car Corp.

(Assigned to EAN Holdings)

- National Car Rental
- Alamo Rent A Car

Columbus Regional Airport Authority
Monthly President's Report

February 2020

Respectfully Submitted
Joseph R. Nardone, President & CEO



COLUMBUS
REGIONAL AIRPORT AUTHORITY

Passenger air service

Two summer nonstop flights to SEA

Alaska is adding a second daily flight from John Glenn International to Seattle this summer. The additional flight will run June 19 through Aug. 18, 2020, complementing the existing year-round flight that launched last year.

SFO, SLC returns in March

United's nonstop service to San Francisco and Delta's nonstop service to Salt Lake City both return next month after a short, seasonal hiatus following the New Year.

- San Francisco: returns March 6, 2020
- Salt Lake City: returns March 13, 2020

Air cargo service

The weak market for international airfreight, combined with the dampening effect of the Coronavirus in China, has the air cargo numbers for Rickenbacker off to a weak start in 2020. Another contributing factor further skewing comparison of year-over-year numbers is the fact that during January and February 2019 we were receiving up to four extra weekly international freighter flights for automotive supply coming into the U.S. ahead of proposed tariff increases.

Foreign-Trade Zone

CRAA meets with congressional leaders on FTZ 138

Feb. 12, in coordination with the National Association of Foreign-Trade Zones, CRAA met with members and staff from the Central Ohio Congressional Delegation. Angie Atwood, FTZ Program Manager and Kristen Easterday, Director of Communications and Public Affairs shared updates on FTZ 138 and Rickenbacker International Airport as well as CRAA's legislative priorities.

FTZ Program Manager receives recognition

FTZ Program Manager Angie Atwood is the recipient of the inaugural Homer Maxey award conferred by the National Association of Foreign-Trade Zones. Angie was recognized at the organization's annual Legislative Summit in Washington, D.C. on Feb. 5. The award, which will be given to one individual annually, was created to recognize a foreign-trade zone professional who has made outstanding contributions and provided significant support to NAFTAZ advocacy.



Concessions

Fourth Quarter 2019 Concession report is provided within the board packet. Gross revenues for 2019 from Advertising, Retail, and Food & Beverage, are up 7 percent while net revenue is up 6.8 percent.

Car Rentals

The fourth Quarter 2019 Rental Car report is provided within the board packet. Gross Revenues for 2019 are up 4.8 percent. Net rental car revenues also increased 4.8 percent during this same period. Rental Car transaction day tracking, is up 2.1 percent.

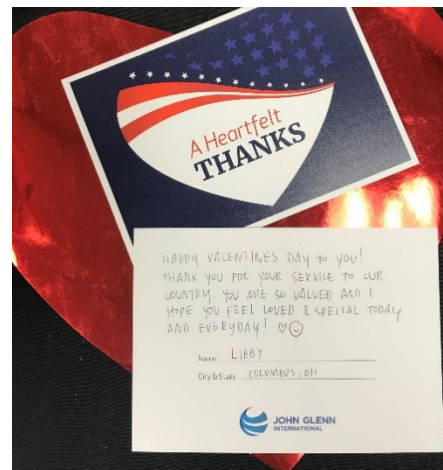
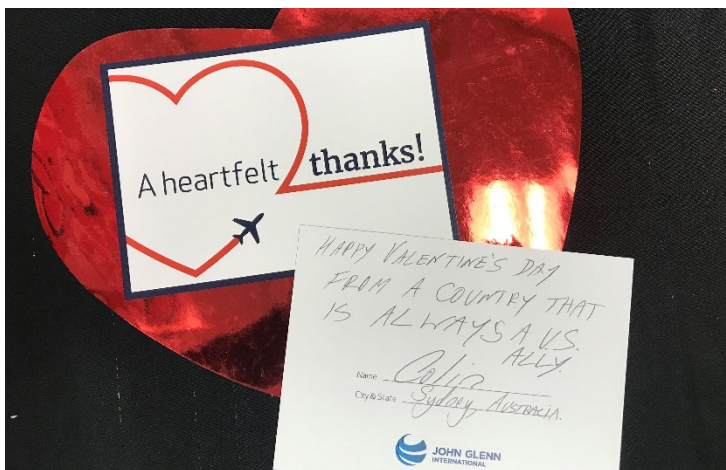
CFC growth is up 4.7 percent.

Customer Experience

Valentines for Veterans

Through our surprise and delight program, in early February we provided blank, specially designed Valentine's Day cards to our passengers for them to write notes of appreciation to veterans. We collected the cards, which were handed out on Valentine's Day to patients at the nearby Columbus VA Ambulatory Care Center.

The response from passengers and the community was tremendous. COTA learned about our initiative through social media and joined our effort, with about 1,200 cards distributed to local veterans.



First fear-of-flying class of 2020

On Saturday, Feb. 22 we will host this year's first fear-of-flying class in partnership with OSU and Nationwide Children's Hospital. This workshop is the first workshop we've designed and hosted that is specifically geared toward children.

Black History Month celebrations

The CRAA Black History Month committee planned both educational and inspirational events throughout February in our 19th annual Black History Month celebration. This year's theme is African Americans and the Vote. Here are the highlights:

- Dr. Wendy Smooth, The Ohio State University Associate Professor, Political Science, and Associate Dean, Diversity, Equity and Inclusion, College of Arts and Sciences was the keynote speaker at the Black History Month luncheon on Feb 14
- Local visual artist, April Sunami hosted an art display, discussion and workshop on Feb. 21
- Performance by the Fort Hayes High School Metropolitan Singers will take place on Feb. 28, 11:30 a.m. to noon in the CMH atrium, ticketing level
- Educational messages on CMH video monitors throughout the terminal



AFRICAN AMERICANS AND THE VOTE

THE COLUMBUS REGIONAL AIRPORT AUTHORITY CELEBRATES BLACK HISTORY MONTH
Celebrating the right to vote and the impact that it has made through the years

→ 1870 15th Amendment ratified → 1965 The Voting Rights Act of 1965 signed into law → 2006 The Voting Rights Act of 1965 extended

Columbus Regional Airport Authority
Monthly Statistics Report

January 2020

Report compiled from self-reported airline statistics



COLUMBUS
REGIONAL AIRPORT AUTHORITY

JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT

Monthly Activity Report | JANUARY 2020

2/25/2020

PASSENGERS								
Airline	Total Passengers - Monthly				Total Passengers - Year to Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
Air Canada Express	3,959	4,382	-423	-9.7%	3,959	4,382	-423	-9.7%
Alaska	5,870	-	5,870	-	5,870	-	5,870	-
American	140,712	136,635	4,077	3.0%	140,712	136,635	4,077	3.0%
Delta	124,189	116,805	7,384	6.3%	124,189	116,805	7,384	6.3%
Frontier	6,779	6,680	99	1.5%	6,779	6,680	99	1.5%
Southwest	199,037	206,028	-6,991	-3.4%	199,037	206,028	-6,991	-3.4%
Spirit	38,881	35,643	3,238	9.1%	38,881	35,643	3,238	9.1%
United	80,173	71,180	8,993	12.6%	80,173	71,180	8,993	12.6%
AIRLINES TOTALS	599,600	577,353	22,247	3.9%	599,600	577,353	22,247	3.9%
CHARTER TOTALS	2,422	3,351	-929	-27.7%	2,422	3,351	-929	-27.7%
AIRPORT TOTALS	602,022	580,704	21,318	3.7%	602,022	580,704	21,318	3.7%

CARGO								
Airline	Total Cargo (Freight and Mail) - Monthly				Total Cargo (Freight and Mail) - Year-To-Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
Alaska	15,717	-	15,717	-	15,717	-	15,717	-
American	157,834	163,328	-5,494	-3.4%	157,834	163,328	-5,494	-3.4%
Delta	205,661	180,543	25,118	13.9%	205,661	180,543	25,118	13.9%
Southwest	354,430	460,510	-106,080	-23.0%	354,430	460,510	-106,080	-23.0%
United	76,245	115,881	-39,636	-34.2%	76,245	115,881	-39,636	-34.2%
AIRLINES TOTALS	809,887	920,262	-110,375	-12.0%	809,887	920,262	-110,375	-12.0%
CARGO AIRLINES TOTALS	1,190	6,926	-5,736	-82.8%	1,190	6,926	-5,736	-82.8%
AIRPORT TOTALS	811,077	927,188	-116,111	-12.5%	811,077	927,188	-116,111	-12.5%

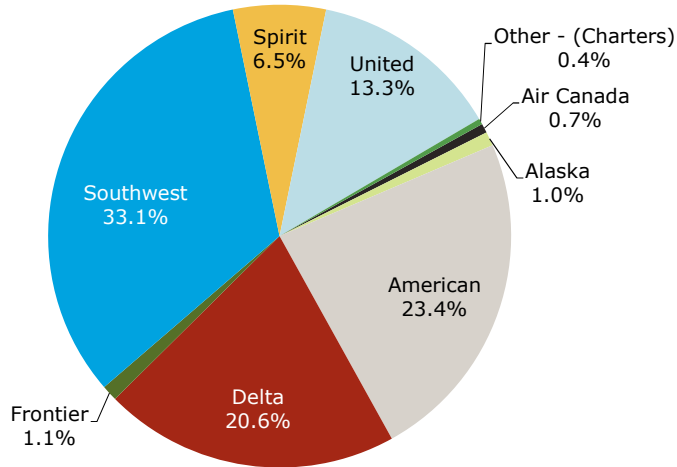
AIRCRAFT OPERATIONS								
Airline	Actual Landing Operations - Monthly				Actual Landing Operations - Year to Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
Air Canada Express	92	100	-8	-8.0%	92	100	-8	-8.0%
Alaska	26	-	26	-	26	-	26	-
American	1,226	1,205	21	1.7%	1,226	1,205	21	1.7%
Delta	851	810	41	5.1%	851	810	41	5.1%
Frontier	23	25	-2	-8.0%	23	25	-2	-8.0%
Southwest	957	956	1	0.1%	957	956	1	0.1%
Spirit	138	140	-2	-1.4%	138	140	-2	-1.4%
United	687	600	87	14.5%	687	600	87	14.5%
AIRLINES TOTALS	4,000	3,836	164	4.3%	4,000	3,836	164	4.3%
CHARTER TOTALS	71	103	-32	-31.1%	71	103	-32	-31.1%
CARGO AIRLINES TOTALS	5	12	-7	-58.3%	5	12	-7	-58.3%
AIRPORT TOTALS	4,076	3,951	125	3.2%	4,076	3,951	125	3.2%

Notes:
Alaska Airlines service began March 7, 2019

JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT

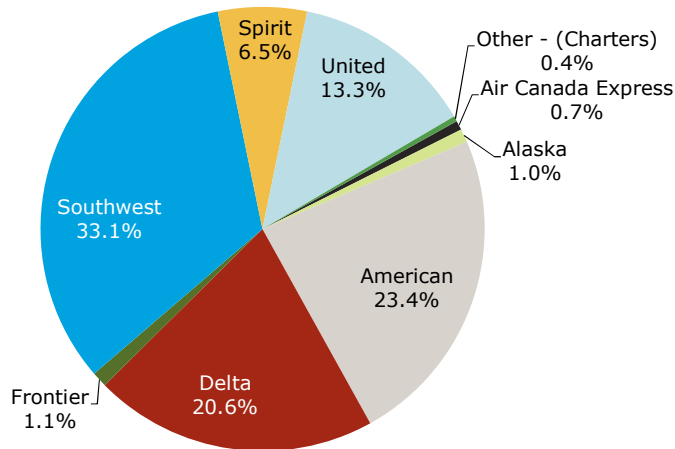
JANUARY 2020

Monthly by Passengers



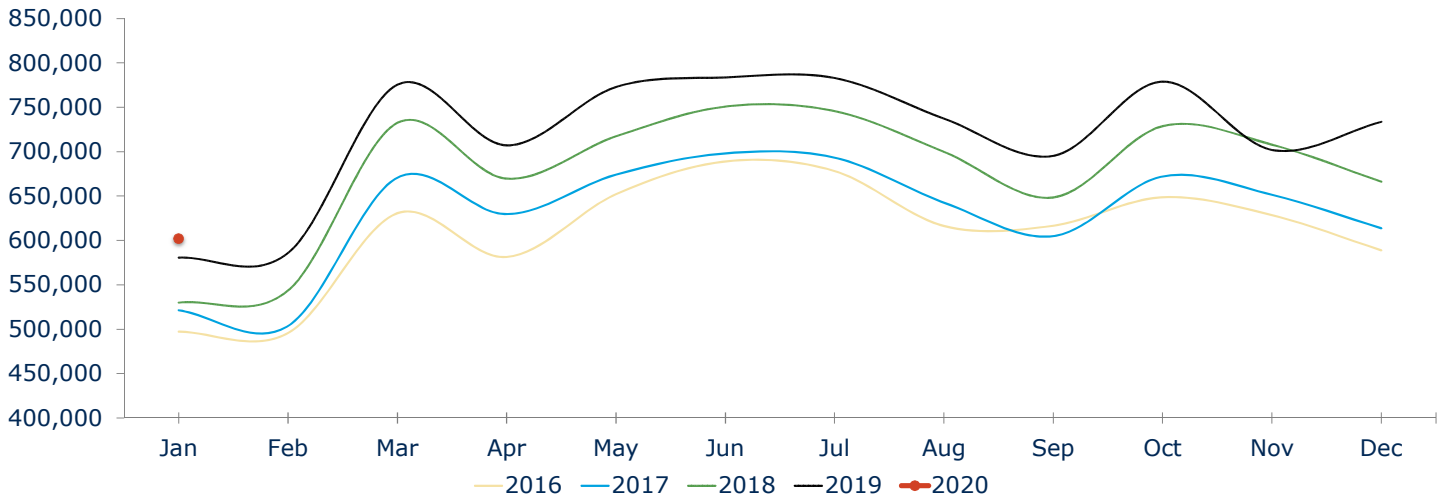
Notes:
Figures may not add up to 100% due to rounding

Year to Date by Passengers



Notes:
Figures may not add up to 100% due to rounding

Total Passengers



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Growth
2016	497,271	495,819	630,788	581,346	652,145	689,135	678,292	616,346	616,726	648,764	588,963	7,324,180	7.8%	
2017	521,382	503,768	670,825	629,700	674,226	698,219	693,417	642,709	604,893	672,152	651,507	613,794	7,576,592	3.4%
2018	530,032	543,607	732,526	669,615	717,395	750,992	745,838	699,986	648,452	728,884	708,006	666,323	8,141,656	7.5%
2019	580,704	586,025	775,533	707,185	772,991	783,831	783,122	737,440	695,409	779,088	702,070	733,710	8,637,108	6.1%
2020	602,022												602,022	
20 vs. 19	3.7%													

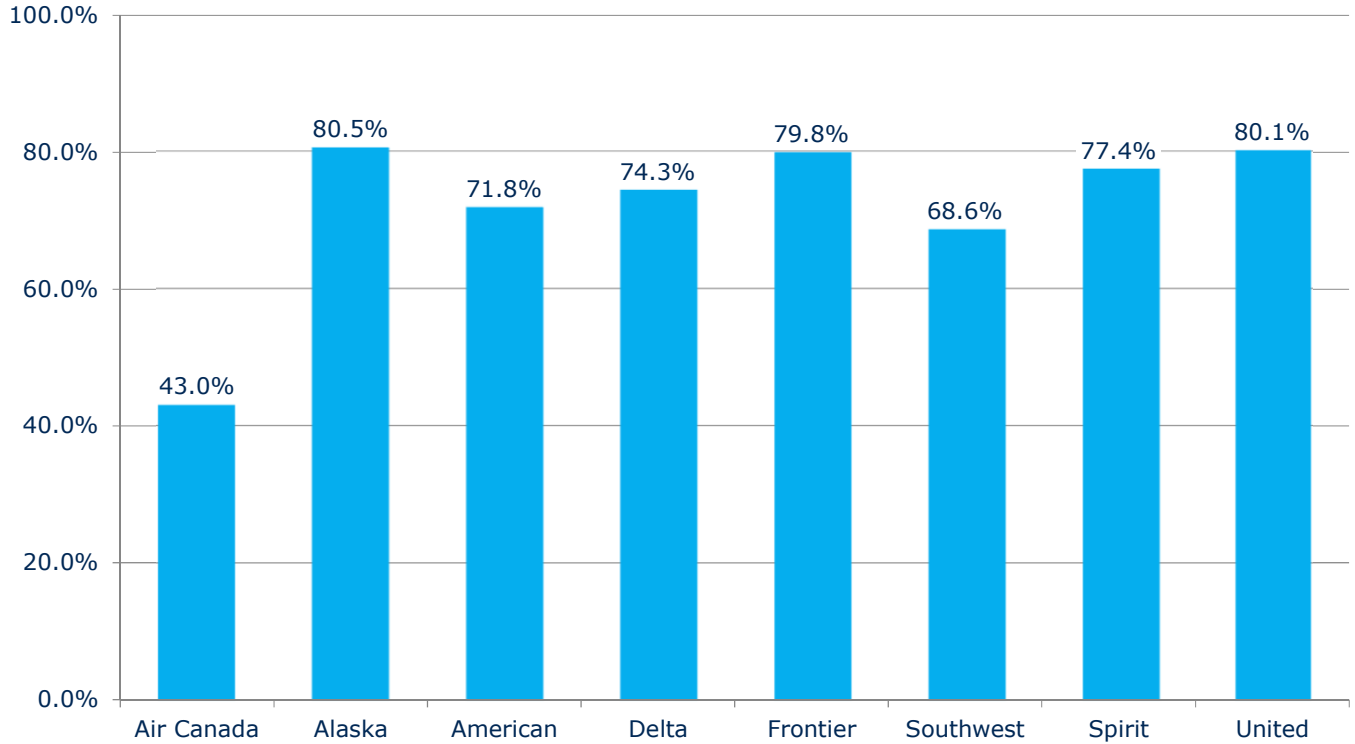
Prepared by the Business Development Division, Columbus Regional Airport Authority

YE Peak Month
YE Lowest Month

JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT

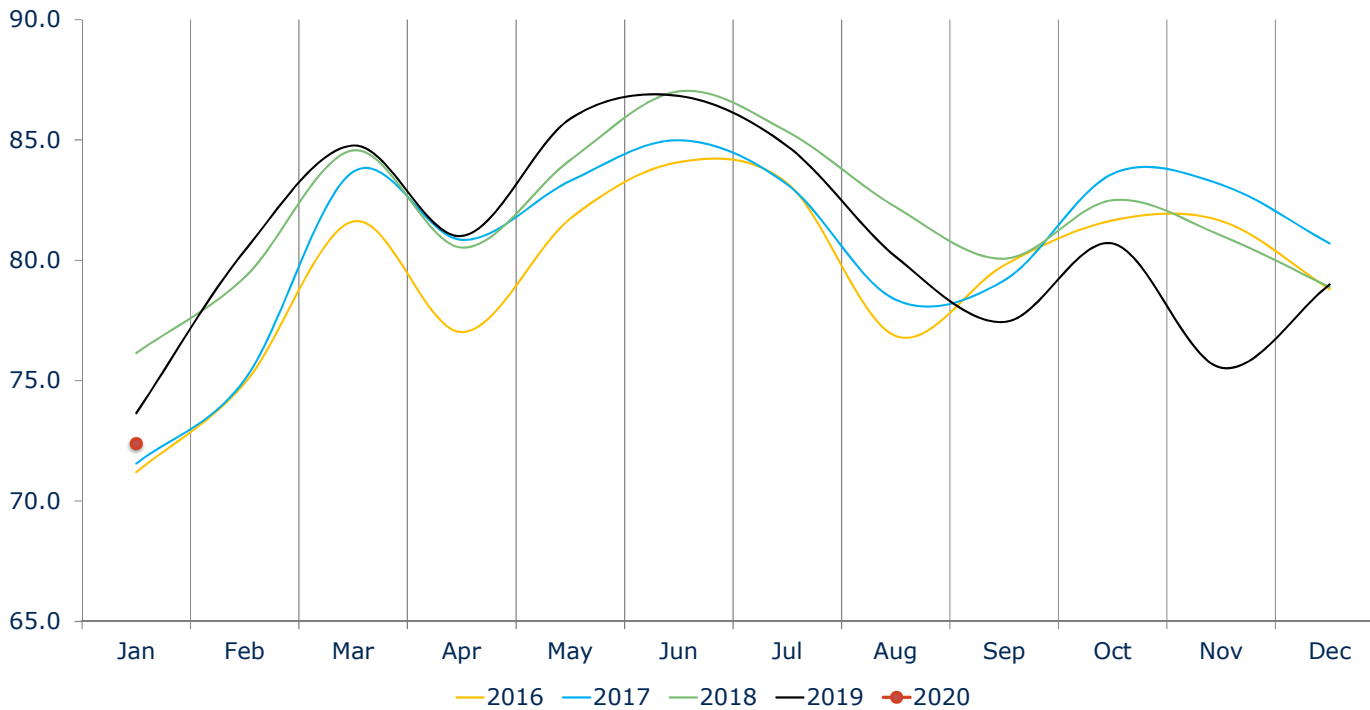
JANUARY 2020

Estimated Load Factor*



*Values based on estimating the amount of inbound seats reported on airline landing reports

Historic Load Factor



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2015	73.1	79.0	81.3	78.8	81.7	83.8	81.7	76.6	76.4	81.4	78.4	78.0
2016	71.2	74.9	81.6	77.0	81.7	84.1	83.2	76.9	79.8	81.7	81.6	78.8
2017	71.6	75.1	83.7	80.9	83.3	85.0	83.2	78.4	79.2	83.6	83.1	80.7
2018	76.2	79.3	84.6	80.5	84.2	87.0	85.4	82.2	80.1	82.5	81.0	78.9
2019	73.7	80.4	84.8	81.0	85.9	86.8	84.8	80.2	77.4	80.7	75.5	79.0
2020	72.4											

Source: US Department of Transportation T-100 Data Survey supplemented with CRAA reports

Given lag with DOT data, values based on estimating the amount of inbound seats reported on airline landing reports

Prepared by the Business Development Division, Columbus Regional Airport Authority

RICKENBACKER INTERNATIONAL AIRPORT
Monthly Activity Report | JANUARY 2020

2/25/2020

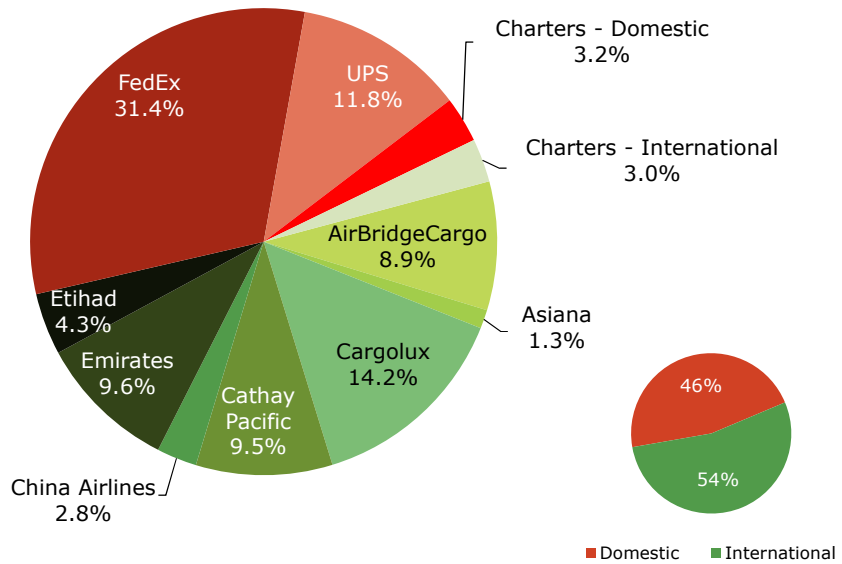
PASSENGERS								
Airline	Total Passengers - Monthly				Total Passengers - Year to Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
Allegiant Air	16,101	12,401	3,700	29.8%	16,101	12,401	3,700	29.8%
Miami Air	-	775	-775	-100.0%	-	775	-775	-100.0%
Sun Country	-	-	0	-	-	-	0	-
Other Charters	307	793	-486	-61.3%	307	793	-486	-61.3%
AIRPORT TOTALS	16,408	13,969	2,439	17.5%	16,408	13,969	2,439	17.5%

CARGO								
Airline	Total Cargo (Freight and Mail) - Monthly				Total Cargo (Freight and Mail) - Year-To-Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
AirBridgeCargo	1,708,634	743,339	965,295	129.9%	1,708,634	743,339	965,295	129.9%
Asiana	246,642	-	246,642	-	246,642	-	246,642	-
Cargolux	2,721,966	4,090,926	-1,368,960	-33.5%	2,721,966	4,090,926	-1,368,960	-33.5%
Cathay Pacific	1,813,531	1,961,146	-147,615	-7.5%	1,813,531	1,961,146	-147,615	-7.5%
China Airlines	532,738	1,301,204	-768,466	-59.1%	532,738	1,301,204	-768,466	-59.1%
Emirates	1,843,094	2,547,448	-704,354	-27.6%	1,843,094	2,547,448	-704,354	-27.6%
Etihad	823,431	2,497,511	-1,674,080	-67.0%	823,431	2,497,511	-1,674,080	-67.0%
FedEx	6,025,510	7,412,995	-1,387,485	-18.7%	6,025,510	7,412,995	-1,387,485	-18.7%
UPS	2,267,160	2,089,785	177,375	8.5%	2,267,160	2,089,785	177,375	8.5%
Cargo Charters - Domestic	607,891	19,849	588,042	2962.6%	607,891	19,849	588,042	2962.6%
Cargo Charters - International	574,059	3,216,887	-2,642,828	-82.2%	574,059	3,216,887	-2,642,828	-82.2%
AIRPORT TOTALS	19,164,656	25,881,090	-6,716,434	-26.0%	19,164,656	25,881,090	-6,716,434	-26.0%
TOTAL DOMESTIC	8,900,561	9,522,629	-622,068	-6.5%	8,900,561	9,522,629	-622,068	-6.5%
TOTAL INTERNATIONAL	10,264,095	16,358,461	-6,094,366	-37.3%	10,264,095	16,358,461	-6,094,366	-37.3%
AIRPORT TOTALS	19,164,656	25,881,090	-6,716,434	-26.0%	19,164,656	25,881,090	-6,716,434	-26.0%

AIRCRAFT OPERATIONS								
Airline	Actual Landing Operations - Monthly				Actual Landing Operations - Year to Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
Allegiant Air	54	41	13	31.7%	54	41	13	31.7%
Miami Air	-	6	-6	-100.0%	-	6	-6	-100.0%
Sun Country	-	-	0	-	-	-	0	-
Other Charters	2	4	-2	-50.0%	2	4	-2	-50.0%
PASSENGER OPERATIONS TOTALS	56	51	5	9.8%	56	51	5	9.8%
AirBridgeCargo	6	2	4	200.0%	6	2	4	200.0%
Asiana	1	-	1	-	1	-	1	-
Cargolux	16	17	-1	-5.9%	16	17	-1	-5.9%
Cathay Pacific	14	16	-2	-12.5%	14	16	-2	-12.5%
China Airlines	3	9	-6	-66.7%	3	9	-6	-66.7%
Emirates	14	14	0	0.0%	14	14	0	0.0%
Etihad	5	11	-6	-54.5%	5	11	-6	-54.5%
FedEx	135	142	-7	-4.9%	135	142	-7	-4.9%
UPS	45	43	2	4.7%	45	43	2	4.7%
Cargo Charters - Domestic	65	51	14	27.5%	65	51	14	27.5%
Cargo Charters - International	3	16	-13	-81.3%	3	16	-13	-81.3%
CARGO OPERATIONS TOTALS	307	321	-14	-4.4%	307	321	-14	-4.4%
AIRPORT TOTALS	363	372	-9	-2.4%	363	372	-9	-2.4%

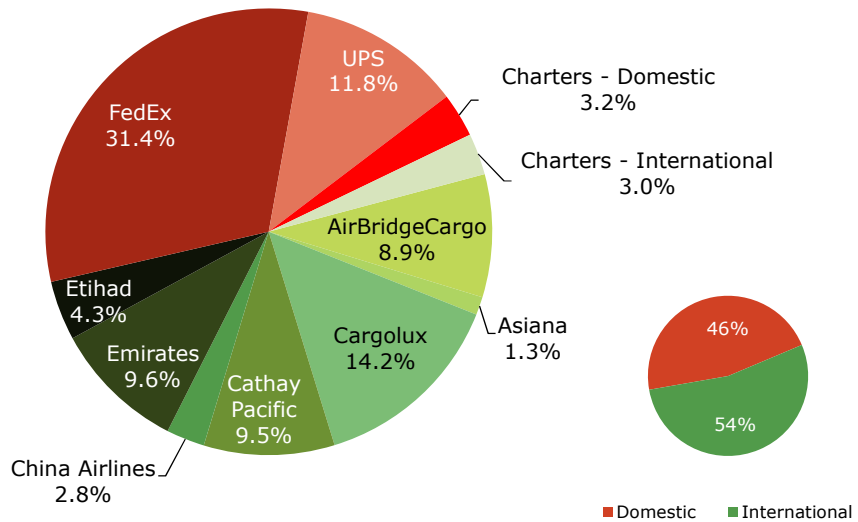
**RICKENBACKER INTERNATIONAL AIRPORT
JANUARY 2020**

Monthly Cargo by Weights



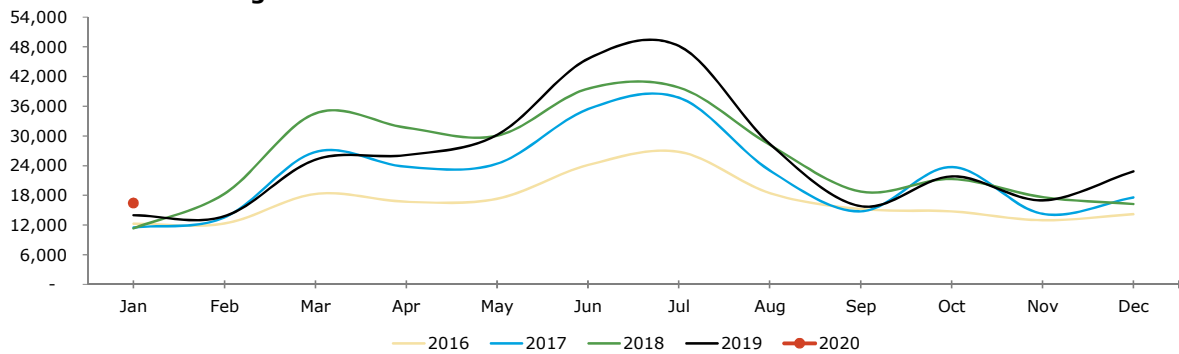
Note: Figures may not add up to 100% due to rounding

Year to Date Cargo by Weights



Note: Figures may not add up to 100% due to rounding

Total Passengers



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Growth
2016	12,255	12,295	18,272	16,694	17,299	24,102	26,785	18,435	15,228	14,754	12,957	14,193	203,269	22.3%
2017	11,471	13,520	26,754	23,746	24,373	35,406	37,730	23,019	14,754	23,714	14,247	17,574	266,308	31.0%
2018	11,319	18,300	34,545	31,660	30,036	39,542	39,787	28,184	18,752	21,280	17,622	16,220	307,247	15.4%
2019	13,969	13,763	25,190	26,115	30,201	45,570	48,160	28,369	15,796	21,818	16,981	22,848	308,780	0.5%
2020	16,408												16,408	
20 vs.19	17.5%													

Prepared by the Business Development Division, Columbus Regional Airport Authority

COMBINED AIRPORTS TRAFFIC REPORT

Monthly Activity Report | JANUARY 2020

PASSENGERS								
Airport	Total Passengers - Monthly				Total Passengers - Year to Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
John Glenn International	602,022	580,704	21,318	3.7%	602,022	580,704	21,318	3.7%
Rickenbacker International	16,408	13,969	2,439	17.5%	16,408	13,969	2,439	17.5%
AIRPORT TOTALS	618,430	594,673	23,757	4.0%	618,430	594,673	23,757	4.0%
CARGO								
Airport	Total Cargo (Freight and Mail) - Monthly				Total Cargo (Freight and Mail) - Year-To-Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
John Glenn International	811,077	927,188	-116,111	-12.5%	811,077	927,188	-116,111	-12.5%
Rickenbacker International	19,164,656	25,881,090	-6,716,434	-26.0%	19,164,656	25,881,090	-6,716,434	-26.0%
AIRPORT TOTALS	19,975,733	26,808,278	-6,832,545	-25.5%	19,975,733	26,808,278	-6,832,545	-25.5%
AIRCRAFT OPERATIONS								
Airport	Actual Landing Operations - Monthly				Actual Landing Operations - Year to Date			
	2020	2019	Actual Change	Percent Change	2020	2019	Actual Change	Percent Change
John Glenn International	4,076	3,951	125	3.2%	4,076	3,951	125	3.2%
Rickenbacker International	363	372	-9	-2.4%	363	372	-9	-2.4%
AIRPORT TOTALS	4,439	4,323	116	2.7%	4,439	4,323	116	2.7%



FEBRUARY

RESOLUTION #10-20 of the Columbus Regional Airport Authority authorizing a contract in the amount of \$408,093.19 with CDWG for the purchase of Cisco (Model 9300) switches, related hardware and licensing, Project #20002, Technology Refresh, for installation at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____
YEA: _____ NAY: _____ ABSTAIN: _____

RESOLUTION #11-20 of the Columbus Regional Airport Authority authorizing a contract in the amount of \$300,421.50 with B&B Sealing LLC, dba Dura Seal (Dura Seal), for improvements to the Red Lot at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____
YEA: _____ NAY: _____ ABSTAIN: _____

RESOLUTION #12-20 of the Columbus Regional Airport Authority authorizing an increase in the amount of \$301,152.43 to the Master Services Agreement with Moody Nolan LLC. Inc. (Moody Nolan) for on-call architectural services associated with Task Orders for project #9911B – CONRAC Garage Reclamation at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____
YEA: _____ NAY: _____ ABSTAIN: _____

RESOLUTION #13-20 of the Columbus Regional Airport Authority rescinding prior authorization granted under Resolution 53-19 and authorizing a contract in the amount of \$1,869,000 with Fortbrand Services LLC. for the purchase of three (3) new high speed 7500 tons per hour (TPH) snow blowers, project #15023, for use at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____
YEA: _____ NAY: _____ ABSTAIN: _____



RESOLUTION #14-20 of the Columbus Regional Airport Authority authorizing the President & CEO of the Columbus Regional Airport Authority (CRAA) to execute a contract with New Flyer of America Inc., (New Flyer) in an amount not to exceed \$3,500,000 for the purchase of three (3), 40- foot battery electric buses, and initial annual battery lease for the buses, to accommodate the shuttle service related to the new Consolidated Rental Car (CONRAC) facility at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____

YEA: _____ NAY: _____ ABSTAIN: _____

RESOLUTION #15-20 of the Columbus Regional Airport Authority authorizing the President & CEO of the Columbus Regional Airport Authority (CRAA) to enter into a contract with Bus Services LLC (Bus Services) in an amount not to exceed \$900,000 for the purchase of three (3), 40-foot, propane-powered buses to accommodate the shuttle service related to the new Consolidated Rental Car (CONRAC) facility at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____

YEA: _____ NAY: _____ ABSTAIN: _____

RESOLUTION #16-20 of the Columbus Regional Airport Authority authorizing the President & CEO of the Columbus Regional Airport Authority (CRAA) to execute a contract in an amount not to exceed \$2,700,000, with First Transit, Inc. (First Transit), for the provision of a maintenance facility, maintenance services, and operations management services for 40-foot Consolidated Rental Car (CONRAC) facility shuttle buses for use at John Glenn Columbus International Airport.

MOVED: _____; SECONDED: _____

YEA: _____ NAY: _____ ABSTAIN: _____



RESOLUTION 10-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY AUTHORIZING A CONTRACT IN THE AMOUNT OF \$408,093.19 WITH CDWG FOR THE PURCHASE OF CISCO (MODEL 9300) SWITCHES, RELATED HARDWARE AND LICENSES FOR INSTALLATION AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To authorize a contract in the amount of \$408,093.19 with CDWG for the purchase of Cisco (Model 9300) switches, related hardware and licensing, Project #20002, Technology Refresh, for installation at John Glenn Columbus International Airport.

Background: The current switches are end of life as of December 2019. In alignment with the Technology Services Master Technology plan, the current switches will be replaced with the most recent version of the hardware over a three-year period. Prior purchases replaced approximately two-thirds of the switches from the Technology Refresh Capital projects in 2018 and 2019. This order will replace the remaining one-third of the switches and represents the last phase of the switches upgrade. This three-year implementation of the project has spread out the cost of the replacements and ensured that our internal resources have had the necessary capacity to complete the work.

Technology Services Operations staff solicited quotes from eighteen (18) Cisco resellers to purchase the hardware and licensing. Blue Apple, Cadre and Goldtech are Diversity Business Partner (DBP) vendors that were solicited for quotes. The following quotes were received.

-Continued-

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 10-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 10-20

Company	Quote
Goldtech (DBE)	\$460,035.06
CDWG	\$408,093.19
CBTS	\$423,953.70
LaSalle Solutions	\$423,883.53
Carousel	\$446,051.47
Roundtower	No quote provided
MDSI	No quote provided
Blue Apple (DBE)	No quote provided
Centracomm	No quote provided
Insight	No quote provided
Presidio	No quote provided
Cadre (DBE)	No quote provided
Myriad Supply	No quote provided
GHA Technologies	No quote provided
Vista Systems	No quote provided
Advizek	No quote provided
Nexum	No quote provided
Strategic Sourcing	No quote provided

Technology Services selected CDWG based on lowest responsive and responsible quote. This is CDWG's best pricing and the terms and conditions of Sourcwell contract #081419-CDW apply.

The total cost for the purchase is \$408,093.19 to be funded from the Capital Reserves fund. Project #20002 Technology Refresh is funded for \$675,000 in the approved 2020 Capital Budget. Prior to the purchase of these switches, the remaining uncommitted funds for project #20002 are \$675,000.

While the Columbus Regional Airport Authority (CRAA) values the importance of diversity and inclusion, this project lacks sufficient subcontracting opportunities to justify the establishment of a DBP goal.

CRAA staff recommends Board approval of Resolution 10-20.



RESOLUTION 11-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY AUTHORIZING A CONTRACT WITH B&B SEALING LLC, dba DURA SEAL, IN THE AMOUNT OF \$300,421.50 FOR IMPROVEMENTS TO THE RED LOT AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To authorize a contract in the amount of \$300,421.50 with B&B Sealing LLC, dba Dura Seal (Dura Seal), for improvements to the Red Lot at John Glenn Columbus International Airport.

Background: This contract will preserve the asphalt pavement, constructed in 2006, in the Red Lot parking lot by performing pavement patching, crack sealing, seal coating and repairing catch basins. The bid submission of the apparent low bidder, Dura Seal was reviewed and deemed responsive and responsible.

The Engineer’s estimate for the work is \$355,133.00. Public advertisement to bid was solicited Dec. 2, 2019, and the following bids were received Jan. 9, 2020:

Company	Base Bid
B&B Sealing, Inc., dba Dura- Seal	\$300,421.50
ChemCote, Inc.	\$333,770.95
Neff Paving	\$354,036.12
Decker Construction Company	\$464,604.82
B&C Blacktop Sealing, Inc.	\$479,726.95

The project is currently budgeted in the 2020 Operating Budget.

The contract includes a Diversity Business Partner (DBP) goal of 10.43 percent. Dura Seal has committed to 11.8 percent DBP participation and has identified PKBN Hauling LLC, as its DBP partner.

CRAA staff recommends Board approval of Resolution 11-20.

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 11-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 12-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY AUTHORIZING AN INCREASE IN THE AMOUNT OF \$301,152.43 TO THE MASTER SERVICES AGREEMENT WITH MOODY NOLAN LLC., FOR ON-CALL ARCHITECTURAL SERVICES FOR PROJECT 9911B – CONRAC GARAGE RECLAMATION AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To authorize an increase in the amount of \$301,152.43 to the Master Services Agreement with Moody Nolan LLC. Inc. (Moody Nolan) for on-call architectural services associated with Task Orders for project #9911B – CONRAC Garage Reclamation at John Glenn Columbus International Airport.

Background: Demand for the terminal parking garage currently exceeds capacity and the rental car operation within the garage is at capacity. In order to alleviate these issues, a new Consolidated Rental Car (CONRAC) facility is being developed on approximately ten (10) acres of land at the westernmost end of the loop road area to maximize airport operations within the existing footprint of the airport property and facilitate future growth. Moody Nolan will provide professional design services to reclaim approximately 1,200 parking spaces of the existing garage after the car rental companies relocate to the new CONRAC facility. The scope of the task order will include architectural services, parking design, plumbing, fire suppression, heating, ventilation, electrical systems design, limited structural engineering, and construction administration services.

Following a Request For Qualifications issued Oct. 8, 2018, Moody Nolan was selected through the required qualifications based selection process as one of the most qualified firms to provide on-call architectural services. Resolution 28-19 established task orders pursuant to the master services agreement with Moody Nolan in an amount of \$274,269. Approval of this Resolution and issuance of this task order will bring the total amount authorized by the Board to \$575,421.43.

Project #9911B is included in the 2020/2021 Capital Budget to be funded from Customer Facility Charges (CFCs).

Based upon the services and scope to be performed for this task order associated with the Master Service Agreement with Moody Nolan, the established Diversity Business Partner (DBP) goal is 62 percent. Moody Nolan is a DBP firm and has identified Ascension Construction Solution, CTL Engineering and Kabil Associates as additional DBP partners for this task order work.

CRAA staff recommends Board approval of resolution 12-20.

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 12-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 13-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY RESCINDING PRIOR AUTHORIZATION GRANTED PURSUANT TO RESOLUTION 53-19 AND AUTHORIZING A CONTRACT IN THE AMOUNT OF \$1,869,000 WITH FORTBRAND SERVICES LLC. FOR THE PURCHASE OF THREE (3) NEW HIGH SPEED 7500 TONS PER HOUR SNOW BLOWERS, FOR USE AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To rescind prior authorization granted under Resolution 53-19 and authorize a contract in the amount of \$1,869,000 with Fortbrand Services LLC. for the purchase of three (3) new high speed 7500 tons per hour (TPH) snow blowers, project #15023, for use at John Glenn Columbus International Airport.

Background: To ensure a safe aircraft operating environment during winter conditions, the Columbus Regional Airport Authority (CRAA) utilizes heavy-duty, all-wheel drive high-speed snow brooms, plows, snow blowers, wheel loaders and other equipment to remove snow and ice from runways, taxiways and ramps. Currently, CRAA maintains a fleet of approximately sixty (60) pieces of heavy-duty snow removal equipment to satisfy this requirement. The fleet requires periodic updating and renewal as equipment reaches the end of its useful life.

The three new pieces of equipment include an all-wheel drive, all-wheel steer carrier vehicle with a hydrostatic blower that can move 7500 tons of snow per hour. This will allow the snow team to remove snow as a single unit, moving at the same speed, providing more consistent clearing times. This equipment replaces three existing 3500 TPH snow blowers that have an average age of twenty-eight (28) years.

The Contracts & Procurement Department solicited this equipment via an invitation to bid (ITB) (*AFM-2019-056: Three (3) All-Wheel Drive; All-Wheel Steer; Dual Engine Cab Forward Chassis with High Speed 7500 TPH Snow Blowers*) with a bid opening on July 11, 2019. All bids received are listed below. The alternative bid items (extended warranties and additional safety equipment) are included in the total contract cost, but not eligible for Federal Aviation Administration (FAA) grant funding.

-Continued-

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 13-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 13-20

Vendor	J.A. Larue, Inc.	Fortbrand Services, LLC.	Wausau Equipment, Inc.	M-B Companies, Inc.	Kodiak America
Base Bid*	\$1,735,344	\$1,746,300	\$1,818,000	\$1,836,579	\$2,376,000
Alternatives	\$112,200	\$122,700	\$66,717	\$118,407	\$124,080
Total	\$1,847,544	\$1,869,000	\$1,884,717	\$1,954,986	\$2,500,080

***Grant eligible**

The lowest bid, submitted by J.A. Larue Inc., was reviewed and initially deemed responsive, leading to the approval of Resolution 53-19 on Oct 22, 2019. Subsequently, CRAA was advised by the FAA that Larue was not in compliance with Buy American requirements or waivers and that awarding the contract to them would render the purchase ineligible for grant funding. Larue has, therefore, been deemed nonresponsive.

While CRAA values the importance of diversity and inclusion, due to the limited and/or specialty nature of this purchase as well as the lack of sufficient subcontracting opportunities, a disadvantaged business enterprise (DBE) goal was not established.

The total cost for the equipment to be purchased under this contract is \$1,869,000 with an estimated delivery date of 250 days after receipt of order. This purchase was included in the 2019/2020 capital improvement program as CMH project #15023 and is funded primarily with an FAA grant. CRAA capital reserve funds will be used for grant match, an extended warranty and limited alternatives that are not FAA eligible.

CRAA staff recommends Board approval of resolution 13-20.



RESOLUTION 14-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY AUTHORIZING THE PRESIDENT & CEO TO EXECUTE A CONTRACT WITH NEW FLYER OF AMERICA INC., IN AN AMOUNT NOT TO EXCEED \$3,500,000 FOR THE PURCHASE OF THREE (3), 40-FOOT BATTERY ELECTRIC BUSES AND INITIAL ANNUAL BATTERY LEASE, FOR USE AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To authorize the President & CEO of the Columbus Regional Airport Authority (CRAA) to execute a contract with New Flyer of America Inc., (New Flyer) in an amount not to exceed \$3,500,000 for the purchase of three (3), 40- foot battery electric buses, and initial annual battery lease for the buses, to accommodate the shuttle service related to the new Consolidated Rental Car (CONRAC) facility at John Glenn Columbus International Airport.

Background: In April 2019, CRAA began construction of its new CONRAC facility at John Glenn International with an opening scheduled for summer 2021. As the CONRAC facility is not connected to the terminal, a method of transporting customers to/from the terminal is necessary. CRAA has decided to utilize a mix of energy-saving battery electric and propane-powered buses to service the CONRAC facility. Ownership of the buses will reside with CRAA while the maintenance and operation of the buses will be outsourced to third parties.

No formal competitive bidding process is necessary to purchase the electric buses and enter into the initial annual battery lease as CRAA will be able to leverage contract pricing already secured through state cooperative agreements that exist with the Commonwealth of Virginia and the state of Georgia. The four bus manufacturers considered were Gillig LLC, Proterra, New Flyer and BYD. After an extensive evaluation and review process, including manufacturing site visits, the evaluation team selected New Flyer.

The evaluation team has reviewed New Flyer’s financial capacity, technical proposal, experience, past performance and price, and determined that New Flyer provides CRAA the best value for the purchase of the three (3) buses.

The purchase and lease will be funded from revenues from Customer Facility Charges (CFCs).

Due to the specialty nature and the lack of subcontracting opportunities for this purchase and lease, a diversity business partner (DBP) goal was not established.

CRAA staff recommends Board approval of resolution 14-20.

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 14-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 15-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY AUTHORIZING THE PRESIDENT & CEO TO EXECUTE A CONTRACT WITH BUS SERVICES LLC FOR THE PURCHASE OF THREE (3), 40-FOOT, PROPANE-POWERED BUSES IN AN AMOUNT NOT TO EXCEED \$900,000 FOR USE AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To authorize the President & CEO to enter into a contract with Bus Services LLC (Bus Services) in an amount not to exceed \$900,000 for the purchase of three (3), 40-foot, propane-powered buses to accommodate the shuttle service related to the new Consolidated Rental Car (CONRAC) facility at John Glenn Columbus International Airport.

Background: In April 2019, the Columbus Regional Airport Authority (CRAA) began construction of its new CONRAC at John Glenn International with an opening scheduled for summer 2021. As the CONRAC facility is not connected to the terminal, a method of transporting customers to/from the terminal is necessary. CRAA has determined to utilize a mix of energy-saving battery electric and propane-powered buses to service the CONRAC facility. Ownership of the buses will reside with CRAA while the maintenance and operation of the buses will be outsourced to third parties.

A Request for Proposals for 24-foot propane-powered buses to service CRAA's surface parking lot operations was issued in July 2019, targeting eleven (11) potential respondents. CRAA received proposals from Bus Services and Tesco. Following its decision to purchase 40-foot propane-powered buses for the CONRAC facility, CRAA requested a quote from Bus Services for the larger buses. After an extensive review process, the evaluation team selected Bus Services to supply the propane-powered buses.

Bus Services is a valued partner for the purchase, fueling, and maintenance of the current propane-powered shuttle bus fleet that serves CRAA's surface parking lots. The evaluation team has reviewed Bus Services' financial capacity, technical proposal, experience, past performance and price, and determined that Bus Services provides CRAA the best value for the purchase of the three (3) buses.

This purchase will be funded with revenues from Customer Facility Charges (CFCs).

Due to the specialty nature and the lack of subcontracting opportunities for this purchase, a diversity business partner (DBP) goal was not established.

CRAA staff recommends Board approval of resolution 15-20.

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 15-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 16-20

A RESOLUTION OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY AUTHORIZING THE PRESIDENT & CEO TO EXECUTE A CONTRACT IN AN AMOUNT NOT TO EXCEED \$2,700,000, WITH FIRST TRANSIT INC., TO PROVIDE A MAINTENANCE FACILITY, MAINTENANCE SERVICES, AND OPERATIONS MANAGEMENT SERVICES FOR 40-FOOT CONSOLIDATED RENTAL CAR FACILITY SHUTTLE BUSES FOR USE AT JOHN GLENN COLUMBUS INTERNATIONAL AIRPORT.

RESOLVED, To authorize the President & CEO to execute a contract in an amount not to exceed \$2,700,000, with First Transit, Inc. (First Transit), for the provision of a maintenance facility, maintenance services, and operations management services for 40-foot Consolidated Rental Car (CONRAC) facility shuttle buses for use at John Glenn Columbus International Airport.

Background: In April 2019, the Columbus Regional Airport Authority (CRAA) began construction of its new Consolidated Rental Car (CONRAC) facility at John Glenn Columbus International Airport with an opening scheduled for summer 2021. As the CONRAC is not connected to the terminal, a method of transporting customers to/from the terminal is necessary. CRAA issued a Request for Proposals for a turnkey solution in August 2019, specifying the provision of alternative energy buses. The request for proposals yielded no responses. Operations management companies that had been engaged in the solicitation process attributed this failure to the significant capital investment required to purchase alternative energy shuttle buses. As a result of this input, CRAA made the decision to purchase battery electric and propane-powered buses, to be owned by CRAA and operated and maintained by third parties.

CRAA entered into direct negotiations with Elite Transportation LLC, National Express Transit Corporation, and First Transit Inc. all of which remained interested in the maintenance facility capital investment, provision of maintenance services for the shuttle buses, and operations management. CRAA also investigated partnership opportunities with Central Ohio Transit Authority (COTA). The evaluation team has reviewed First Transit's financial capacity, technical proposal, experience, past performance and price, and determined that First Transit provides CRAA the best value for the provision of a maintenance facility, maintenance services, and operations management services for all six CONRAC shuttle buses.

First Transit has identified a building at John Glenn International as the location for the maintenance facility. CRAA will enter into a separate agreement for this purpose.

-Continued-

ADOPTED BY THE BOARD OF DIRECTORS OF THE COLUMBUS REGIONAL AIRPORT AUTHORITY BY RESOLUTION NO. 16-20 ON THE 25TH DAY OF FEBRUARY, 2020.

X

By
Board Chair

X

Attest
Secretary to the Board



RESOLUTION 16-20

Maintenance and operations management for all six (6) CONRAC buses will be funded by revenues from the Customer Facility Charges (CFC's).

Due to the specialty nature and the lack of subcontracting opportunities for this purchase, a diversity business partner (DBP) goal has not been established.

CRAA staff recommends Board approval of resolution 16-20.