

**MINUTES AT THE REGULAR MEETING OF THE COLUMBUS AIRPORT  
COMMISSION HELD AT THE COLUMBUS AIRPORT  
WEDNESDAY, MAY 4, 2022**

The following commission members were present for the entire meeting:

<b><u>NAME</u></b>	<b><u>EXPIRES</u></b>
Mr. James Barker, Chairman	December 31, 2023
Mr. Art Guin, Vice Chairman	December 31, 2025
Mr. Carl Rhodes Jr., Secretary	December 31, 2024
Mrs. Dannell Marks, Commissioner	December 31, 2026

**Legal Counsel:** Alston Lyle

**Staff Members Present:**

Amber Clark, C.M., Airport Director  
Daniel Thomas, Maintenance Manager  
Pam Knight, Finance Director  
Anna Phillips, Administrative Coordinator  
Adrian Sellers, Project Coordinator  
Andre Parker, Chief of Public Safety  
Anthony Pugh, Hospitality Supervisor  
Blake Fulford, Operations Technician  
Karlene Donahue, Flightways CSR  
Michele Renfroe, FBO Manager  
Monica Stone, HR Manager  
Mona Mitchell, Hospitality Team Member  
Shaundra Goodwin, Security Specialist  
Eric Rivers, Operations Supervisor  
Marshall Upshaw Jr., Landscape Supervisor  
Troy Pair, Facilities Supervisor  
Khalfani Walker, Landscaping Technician

Others present: Brian Thompson: RS&H; Justin Vest: AmazingScapes;  
Matthew Keller

**BUSINESS OF THE MEETING**

Mr. James Barker called the May 4, 2022, Commission Meeting by Visual and Zoom to order at 9:38 a.m.

**CONSIDER ADOPTION OF THE MINUTES FOR THE REGULARLY  
SCHEDULED COMMISSION MEETING ON MARCH 23, 2022**

Mr. James Barker asked to consider adoption of the minutes for the meeting of March 23, 2022, and if there was any discussion. No discussion.

Motion by Mr. Art Guin to approve the minutes for the March 23, 2022, Columbus Airport Commission Meeting; seconded by Mr. Carl Rhodes, Jr. and unanimously approved by the Commission. Ayes: 3 / No: 0

**DIRECTOR'S UPDATE**

**Finance Report**



Year-to-Date: March 2022 (FY22)

	YTD March 2022 Actual	YTD March 2022 Budgeted	Variance	Additional Information
<b>Revenue</b>				
CSG Landing & Fuel Flowage Fees	\$192,161	\$188,221	\$3,940	Delta, Baron, B&C, and AFLAC;
Security Reimbursements	\$253,856	\$253,856	\$0	
Airport Rental Income	\$1,452,525	\$1,496,044	-\$43,519	From FAA, TSA, Car Companies, Land Contracts, Delta Space; Variance mostly from <b>Budget Auto's Rental Fee \$47,765 less than budgeted YTD.</b>
<b>FBO Net Income (After COGS) from Fuel Sales</b>	<b>\$1,080,328</b>	<b>\$771,865</b>	<b>\$308,463</b>	
Other FBO Revenue	\$300,227	\$279,621	\$20,606	
<b>Parking Lot Revenue</b>	<b>\$283,237</b>	<b>\$225,000</b>	<b>\$58,237</b>	
PFC Revenue (Restricted)	\$229,663	\$132,604	\$97,059	Used to pay terminal project debt directly related to PFC agreement
<b>CFC Revenue (Restricted)</b>	<b>\$205,840</b>	<b>\$349,968</b>	<b>-\$144,128</b>	Used to pay terminal project debt directly related to CFC agreement

	YTD March 2022 Actual	YTD March 2022 Budgeted	Variance	Additional Information
<b>Expenses</b>				
Labor w/ benefits	\$1,734,537	\$1,948,252	-\$213,715	Unfilled positions
General Admin & Insurance	\$437,880	\$478,074	-\$40,194	
CSG Utilities, Inspections, Maintenance & Operations	\$834,696	\$754,080	\$80,616	CSG has spent in FY22 \$35,000 over budget on networking and communication services and \$60,000 over budget on building and airfield improvements; while Electricity is \$45,000 less than budgeted
Professional Fees	\$351,143	\$320,000	\$31,143	Design Fees \$82,000 higher than budgeted (reimbursement/ capitalized part of fees by year-end)
Capital Outlays	\$247,528	\$131,250	\$116,278	Variance covered by additional COVID Funds and current year revenues

As of March 2022, the Columbus Airport is over \$500,000 better than budgeted.



Mrs. Pam Knight stated:

Okay, I want to give an update on a few things. We are working on the budget, and we are getting close to me and Ms. Amber Clark sitting down and finalizing those numbers, so that we can hopefully in May get that approved. That process, some of it will be voted on today, but the other things—we switched our merchant account from SunTrust, and we are moving over to Synovus for that. On the numbers that they've ran, we'll save maybe seven or eight thousand dollars a year by moving over to what they're offering. That's kind of a numerous step process because there's so many layers and people involved with that.

We've talked about how parking is a vital revenue for us, but we did mention last meeting that we upped the numbers for the amount we charge for short term and long-term parking, and our numbers are around \$41,000 for the current month, so we have never hit those kind of numbers before. We've been in the \$28,000 to \$32,000 range usually, so that's good for going forward with the budget. That's one thing that we run into those numbers based on the new charges. The other thing that's going on in prep for the budget is going back and looking at where we are revenue wise.

So, some of these things are also already affecting current budget because we made changes, like the increase in parking revenues, so we're seeing that. Also, from American, we billed them for some of the changes we made during construction, and we received the funds for that. So, that shows up on March as a revenue source because it was \$105,000. That is going to increase our bottom line. Then, also on the hangars so far, we've had some increases, not large increases, but when you add up the different hangars and the vacancies that we filled, that is over \$1000 more a month for what we are receiving in hangar rental. So, these are also some of the things that are going to impact the budget that are positive towards the current months' revenue figures.

As we've been talking about the FBO, the revenue sales are up. One of the things that we work on with that is the fuel pricing system because that is a large part of the profit that's generated from there. So, as the fuel prices go up, we try to maintain the respect of the customers that are flying and using those services. So, we were able to find a good balance there and maintain our profit. Overall, we were highly profitable in that area.

Our PFC numbers that we had budgeted to be \$132,000 by the end of March, and they are at \$229,000, so that's almost \$100,000 greater than what we had anticipated. The money we get from the CFCs, which is from the car rentals, is off by about \$44,000. Those revenues are dedicated for one specific thing, like for construction or projects, so it doesn't affect like our operating side. We will eventually receive all of those funds. They're just coming in slower, due to some drops in the car rentals during the year from what we had anticipated.

Overall, our salaries and wages in the category of labor is \$205,000 better in the budget. So, our expenses are being maintained, and our revenues have been increasing, so we are financially sound, and moving in the right direction and constantly looking for ways to increase revenue and to cut expenses.

Mr. Barker thanked Mrs. Knight for her report.

## **Flightways**

- **Fuel Volume Report:**

Flightways pumped 113,024 gallons of Jet A fuel in March 2022. Our total volume increased 183% compared to last year's numbers. We sold 7,865 gallons of Avgas which was a volume increase of 1% year over year. Our self-serve volume increased slightly by 1% as well. Classic Air increased by 282% and government gallons sold had an increase of 95% by volume. American Airlines fuel volume for March 2022 was 40,555 while Delta Airlines had a slight decrease of 1,092 gallons year over year with their monthly uplift being 15,536 gallons.

- **Hangars:**

The last section of netting material for pigeon mitigation has been completed in hangar 13. We are still waiting for the netting material to arrive for the pigeon mitigation so the contractor can begin the same process in hangar 11 to separate the bays with the netting material.

The maintenance department finished the install on the new led lights in hangar 21E. We have purchased more lights to move forward with installing 21C over the wings and tail and 21D installing over the wings to see which would give the pilots more light over their planes. Once this has been completed, we are going to reach out to the GA Committee members so they can look at the lights to start the conversation of which they prefer.

All single and twin t-hangars are at full capacity, and we have overflow aircraft in hangar 11 waiting for hangars to come available for lease. Since last month we have been contacted by 3 twin aircraft looking for hangar space so we will continue to use hangar 11 to house planes until more come available. Currently we have 1 bay open in hangar 11.

- **Employees:**

Flightways Columbus will say goodbye Jeremy Thompson on April 29<sup>th</sup>. Jeremy has been with Flightways since July 2019 as a fulltime line technician. He was an asset and will be missed but wish him well in his future endeavors. We also said goodbye to Rick Malott on April 4<sup>th</sup> who was our Aviation Equipment Maintenance line technician.



Fuel Price Comparison					DATE: 04/13/2022
Airport Identifier	Name	Jet A +	AvGas	SS100L	FBO COMPANY NAME
<b>CSG</b>		\$6.89	\$6.88	\$5.80	<b>Flightways Columbus</b>
<b>MCN</b> (478) 788-3491	Macon	\$6.15	\$6.30	\$5.80	Lowe Aviation
<b>GVL</b> (770) 532-4136	Gainesville	\$7.12	\$7.23	\$6.23	Champion Aviation
<b>GVL</b> (678) 989-2395	Gainesville	~	\$7.23	\$6.23	Lanier Flight Center
<b>HSV</b> (256) 772-9341	Huntsville	\$8.55	\$7.65	~	Signature
<b>DHN</b> (334) 983-4541	Dothan	\$7.27	\$6.82	~	Aero One Aviation
<b>ECP</b> (850) 233-4717	Panama City	\$8.06	\$8.11	~	Sheltair
<b>CHA</b> (423) 855-2299	Chattanooga	\$7.90	\$7.54	~	Wilson Air Center
<b>MDQ</b> (256) 828-1403	Dwntwn Huntsville	\$6.40	\$6.40	~	Excutive Flight Center
<b>VPC</b> (770) 382-9800	Cartersville	\$5.76	\$6.20	~	Phoenix Air
<b>FFC</b> (770) 487-2225	Falcon Field	\$6.99	\$6.29	~	Atlanta Regional Airport
<b>AVERAGE</b>		<u>\$7.13</u>	<u>\$6.98</u>	<u>\$6.09</u>	
<b>PIM</b> (706) 663-2083	Pine Mountain	\$4.59	\$5.25	\$4.99	
<b>EUFA</b> (334) 687-2051	Eufaula	\$5.95	~	\$6.80	
<b>LGC</b> (706) 884-2121	Lagrange	\$5.60	\$5.98	\$5.60	

<b>CSG Hangar Waiting List</b>			
<b>Updated 4/18/22</b>			
<b>CSG Tenant Priority Move</b>			
AJ Jain	5/9/2019	Twin/Single	Bonanza
Greg Auten	7/29/2019	Twin	Meridian
Tom Bailey	4/4/2022	Twin	Diamond DA 40
Kevin Boykin	4/12/2022	Twin	Cirrus SR 20
<b>CSG Tenants Hangar to Hangar Requested</b>			
Richard Knapp	10/27/2016	Single	Mooney
Chris Badcock	7/14/2019	Single	Cherokee
Ben Marshton	6/15/2020	Single	Bonanza
Robert Boehnlein	12/14/2020	Twin	172
Woody Gilliam	9/1/2021	Single	Piper Arrow
<b>Single Hangar Requested</b>			
2LT Samuel Evans	8/20/2019	Single	Silvaire 8E
Richard Bailey	10/27/2019	Single	Cherokee 180
Shannon Kay	12/3/2020	Single	Cherokee 160
Mark Lugash	9/15/2021	Single	RV 7
Shannon Franklin	11/10/2021	Single	Helicopter
Randall Terry	12/21/2021	Single	Tiger
Aaron Tarleton	3/17/2022	Single	Warrior
<b>Twin Hangar Requested</b>			
Tim Villegas/Shroff	6/22/2020	Twin	Mirage
Nick Meyer	7/21/2021	Twin	Cessna 172
Tony Villegas	4/11/2022	Twin	Cirrus
<b>Customers Waiting To Purchase Aircraft</b>			
Bill Buck	4/7/2016		Single
Paul Watson	4/11/2016		Single
Omar McCants	4/30/2018		Single
Reed Hovie	11/19/2018		Single
David Lewis	3/25/2019		Single
Elijah Figueroa	10/28/2019		Single
Daniel Holley	1/10/2020		Single
Thomas Henegar	2/19/2020		Single
Michael Knautz	5/20/2020		Single
John McLemore	6/16/2020		Single
Caroline Rimes	7/13/2020		Single
Don Jones	9/29/2020		Single
Jay Parker	3/11/2021		Single
Mark Wrigglesworth	6/8/2021		Single
Kenny Fuller	8/19/2021		Single
Suzanne Widenhouse	9/7/2021		Single
Michael Brooks	10/22/2021		Single
Gregory Smith	12/29/2021		Single

Ms. Renfroe stated:

One thing I do want to add is that we do have Commemorative Air Force this week, so if you get the chance to come by and look B29, the B24, and they have a couple of smaller airplanes that are offering rides. So, we are hosting them this week, so please come by if you get the chance.

Ms. Renfroe asked if there were any questions?

Mr. Barker asked what the timeline was on replacing the two employees?

Ms. Renfroe responded:

We are working on that, Mr. Barker. We are working with Ms. Monica Stone right now and trying to get interviews set up with that.

Mr. Barker asked:

Have we initiated any interviews? I see that Mr. Rick Malott left on the 4<sup>th</sup>/

Ms. Renfroe stated that Ms. Stone would probably be able to speak a little bit better to that. She said there hasn't been much movement with the full-time, but there has been movement in the interest of the aviation maintenance and line technician, and interviews will be conducted next week.

Ms. Clark asked if there were any other questions? There were none.

### **Human Resources**

**Promotion:** None

**New Hires:**

Demetria Kimbrough, Accounting Coordinator – DOH 04/04/2022

Ca 'Shun Barr, Line Service Technician (Part-Time) – DOH 04/18/2022

**Terminations/Resignations:**

Richard Malott, Aviation Equip. Maint. & LST 04/04/2022

Jeremy Thompson, Line Service Technician 04/29/2022

### **Vacant Positions: 6**

<b>Vacancies</b>	<b>Job Title</b>	<b>Department</b>	<b>Status</b>	<b>Closing Date</b>
1	Aviation Equipment Maintenance & Line Service Technician	Flightways/FBO	Recruiting	
1	Human Resources Manager	Administration	Recruiting	
1	Line Service Technician (Full-Time)	Flightways/FBO	Recruiting	
1	Facilities Maintenance Technician	Maintenance	Posted	03/18/2022
1	Airfield Maintenance Technician	Maintenance	On Hold	On Hold
1	Firefighter	*Public Safety	Recruiting	Opened until filled

\*Public Safety has implemented a realignment

### **Compensation**

- ❖ Submitted proposed compensation model for review and approval to Finance Department
- ❖ Working on Compensation Pay Structure for Public Safety



## **Compliance**

- ❖ Updated version of employee manual will be available in April for all employees

## **Employee Engagement**

- ❖ April Employee Meeting: Updates by Airport Director & Human Trafficking Awareness
- ❖ Employee Team Challenge: Mission, Vision, and Values for a "Bowling and Laser Tag Night Out"

## **Recruitment**

- ❖ Customer Service Representative offer extended - waiting on background check
- ❖ Contracting three (3) Terminal Public Safety Security Officers with 911Inet company

## **Retention**

- ❖ The proposed compensation structure submitted for review to Finance Department

Ms. Stone stated that Mrs. Kellie Edenfield was also a new hire with Flightways. She is a CSR part-time.

Ms. Stone asked if there were any questions just about the vacancies?

Mr. Barker asked:

At the FBO, we are short there two positions, so I know those are about to be interviewed for. How much overtime are we pushing our people at or beyond their limits? How are we dealing with that? I know it can be a safety issue.

Ms. Renfroe responded:

Right now, we don't have any scheduled overtime, Mr. Barker. I do think that this week with Commemorative Air Force we do have, if I'm not mistaken, one person who is going to be working one additional day for that, but right now, we are holding off on our overtime.

Ms. Stone asked if there were any questions regarding the HR updates?

Mr. Guin asked if the airport was okay regarding its employee turnover rate?

Ms. Stone responded:

I definitely feel as if we do have some challenges, being totally transparent, but I do feel that we are okay. We definitely have candidates expressing interest in the positions that we have open. We're able to do some creative recruiting, as far as utilizing outsourcing contractors to get some positions filled. So, to be completely honest, I am not concerned. However, with Flightways and in Public Safety, those positions are very critical to the Airport, and it is imperative that we look at different options to ensure we are getting them filled and retaining those employees.

Ms. Clark stated:



I do want to add something to that, Mr. Guin. We've been going through this PayScale process for awhile now, and we've been communicating openly with our employees, and they are aware of what's going on. We've also communicated that we will be presenting that part of the budget to the Commission for approval, and so, we anticipate and hope that is approved, we will see pay increases going forward in July, and I think that something has helped a lot of our employees because inflation has happened, and it's difficult nowadays to live on any income. I think with us looking at where we might need to be on some of those pay ranges and take into consideration inflation, I think going forward we are very hopeful and should be good going forward. I just wanted to go ahead and mention we are having an open conversation with employees. They are aware of the situation, and we'll have more on that when budget comes for review.

Mr. Guin responded:

I'm encouraged to see, and you have always done a good job with employee engagement and doing things for employees. So, I would encourage us to continue doing the non-compensation type things and to highlight those because every one of these reports, and the discussions we may not have during Commission meetings, there's a lot of training offered, and employees do have opportunities to do things like that as well. So, I would encourage us to make sure we are highlighting all of the other things you are doing beyond just the compensation. So, thank you all for that.

Ms. Clark responded:

I appreciate that Mr. Guin. You know we don't often give ourselves a pat on the back, but I think with Ms. Stone and our team leaders, have been doing very well at encouraging training and engagement. This is something we have strived to do, so you are absolutely correct. The training that we do, the opportunities that we provide, the monthly engagements that we have, these little competitions, the employee reward bucks, is all something that needs to be considered, so thank you.

Mr. Barker asked if there had been any employees that have taken the airport on going to Columbus Tech to receive additional training?

Ms. Clark stated:

We are still in talks on working that out, but yes. We do have several that are very, very interested. So, we've been talking to Mr. Jamie Loyd and another person over at Columbus Tech to try and get that started, but yes, as soon as we can get that started, we will.

Mr. Barker asked what needs to be done to get over that hump and to move forward with it?

Ms. Clark responded:

We may have to have a conversation with Ms. Martha Ann.

Mr. Barker replied okay.

Ms. Clark asked if there were any more questions for Ms. Stone?

## **Marketing**



Ms. Clark stated that Mrs. Sonya Overton is not present, so she will be reading the report for her.

- We're continuously working on the Marketing budget and strategies for FY 2023 and are currently accepting proposals and rates as we continue to promote American Airlines and using the Columbus Airport.
- We had a meeting with American Airlines this month concerning the new service. The Dallas route continues to be successful and is doing great in our market. We discussed the possibility of adding an additional flight, however no commitment was made. The Charlotte flight continues to struggle with load factors of 60% percent. We will put forth efforts to market the Charlotte route by promoting destinations beyond the Charlotte Hub. We will also focus our marketing on our region to encourage our community to use CSG. We discussed the option of double points for American Airline Advantage users and the possibility of an American Airlines sales rep to come and discuss corporate discount sales for corporate travelers in our community. We are attempting to reach out to set up meetings with our corporate business travel departments.
- In an effort to market in our region, we are now members of the Auburn Chamber of Commerce. As Auburn/Opelika market is neutral and has a choice of Montgomery, Columbus, or Atlanta, we have found in our leakage study that there is usage of the Columbus Airport in the Auburn Community. With our relationship with Auburn University, we feel that casting our net a little further will help us to get the numbers up on the Charlotte route as we continue to market to Muscogee, Russell, Chattahoochee, and Harris counties.
- Due to the safety of the children in the airport, we have made the decision to move the Kids Play area to the other end of the second floor. Signage and design concepts are currently in the works. Once everything is in place, we will send out a press release and officially open the area.
- Now that construction is complete, we have placed the kiosks back in the terminal for passengers to retrieve Georgia & Alabama maps, guides and Visit Columbus books. This continues to do well as the shelves for Columbus and Georgia continue to be empty. We have now worked out a relationship with the Welcome Center on Williams Road and Visit Columbus who will come out weekly to help us keep the kiosks stocked with information.
- We have completed the Restaurant Concessions RFP and is currently in review. We plan to have it ready to distribute the first week of May.

Ms. Clark asked if there were any questions? There were none.

### **CONSIDER APPROVAL OF A BIDDER FOR THE RESUBMITTED RFQ-WEBSITE DESIGN**

Ms. Clark stated:

The Columbus Airport Commission submitted an RFP seeking a qualified website development firm to provide professional website development and maintenance services in connection with the Marketing Department at the Columbus Airport in Columbus, Georgia, in October 2021.



The Website RFP committee met in January 2022 with a receipt of eight proposals that came in over budget and were rejected and a new RFQ was sent out. We received four proposals from the new RFQ.

On Thursday, April 14<sup>th</sup> the selection committee met to review and discuss the submitted proposals and narrowed it down to two possible candidates. The committee interviewed with both companies on Tuesday, April 19<sup>th</sup> and after further consideration a successful proposer was selected based on their ability to develop a website that will provide access to airport information, serve as a public communications tool, streamline certain business operations, be adaptable to current and changing technology and provide content management capability for staff.

Based on these factors as well as the ability to update our current website and repair any broken links while building the new site within a 4–6-month time frame, hands on unlimited departmental training before, during and after the launch as well as continuous maintenance while giving CSG complete control to update, revise and manage the site, I recommend to the Commission to enter into a contract with Planeteria Media to build a new website and employee portal for the Columbus Airport.

Mr. Barker asked if there were any questions? There were none.

Mr. Barker asked to consider approval of a bidder for the resubmitted FRQ-Website Design.

Motion by Mrs. Dannel Marks consider approval of a bidder for the resubmitted FRQ-Website Design; seconded by Mr. Guin and unanimously approved by the Commission. Ayes: 4 / No: 0

#### **CONSIDER APPROVAL OF A BIDDER FOR THE RFQ-AIRFIELD LANDSCAPE**

Mr. Barker stated:

Just to let everyone know, we had a big meeting about this right before the commission meeting to go into deep questioning about this and how they're going to approach it and any kind of issues that might come up with it. So, this has been in great discussion for many months. So, anybody listening, feel reassured that this hasn't been gone into lightly either.

Ms. Clark stated that the conversation would be turned over to Mr. Daniel Thomas, maintenance manager, to give more information on the RFQ.

Mr. Thomas stated:

Good morning, everybody. The Columbus Airport Commission submitted an RFQ seeking a qualified landscaping firm to provide professional grass, brush, and landscaping maintenance service for the airfield in connection with the maintenance department at the Columbus Airport in January 2022.

The landscaping RFQ committee met in late March 2022 and received four proposals. One was rejected due to being turned in after the published deadline. At first review, the landscaping RFQ committee discovered several inconsistencies among the bids for zoning. The committee made the decision to bring the three bidders in for interviews for discussion to clarify the zones and types of maintenance required, as well as equipment and staff to be used by the bidder and explanation on methodology on how the contract would be successfully serviced.



Bidders were asked to resubmit proposals based on the clarification by April 29<sup>th</sup>, 2022. After careful consideration, I am recommending AmazingScapes to be approved as the successful bidder. This company has included in their price a total cut, and they have been the lowest bidder out of all three of the bidders that applied. I felt very comfortable after talking with the owner, that he has the man power, experience, and equipment to perform the work that was listed in the bid successfully and safely. I would also like to say that Premier Lawncare and Landscaping LLC came in as a close second place to AmazingScapes. Premier Lawncare and Landscaping LLC is a very professional company and provided us a great service in the past, but it came down to the best way to get more out of my budget spending with quality work.

Contract A, the movement area. AmazingScapes bided \$208,540.50. Premier Lawncare and Landscaping LLC bided \$212,700. That's \$4,154.50 more than AmazingScapes. Four Season Lawncare Company bided at \$225,101. That is \$16,555.50 more than AmazingScapes.

On Contract B, AmazingScapes Company bided \$42,000. Premier Lawncare and Landscaping LLC bided \$48,000. That's \$6,000 more than AmazingScapes Company. Four Season Lawncare Company bid \$45,925. That would be a \$3,945 more than AmazingScapes Company.

I will allow our director of finance to provide her feedback, as she also served on the committee.

Mrs. Knight stated:

Thank you, Mr. Thomas. I am just concurring with what Mr. Thomas said, the process we went through, and with Mr. Barker had been involved in a large part of the time, as we first started looking at keeping it in house and the equipment that we could possibly purchase. We really appreciate the support you have given through the process, and there's been quite a bit of meetings and hours put into this.

We are trying to reduce the cost on us, but also to take away from Mr. Thomas's day to day involvement as cutting season is coming on, and also to improve the quality of what we're able to provide. To meet the quality of the other companies, we would have to purchase additional equipment and staffing. So, I agree with what Mr. Thomas just presented and agree that we should go with this bidder, AmazingScapes.

Mr. Barker stated:

I just want to thank Mrs. Knight and Mr. Thomas for your extensive work on this, and Mr. Thomas, you stepping up so many times to do the work that sometimes nobody else could do and with all the extra hours you put in. I just commend you on your efforts on that. It's above and beyond in my opinion. You're a great worker and a great asset to this organization.

Mr. Barker asked to consider approval of a bidder for the RFQ-Airfield Landscape.

Mr. Guin stated:

I just want to echo on what you said. We did have a meeting prior to this to discuss this. I have not been involved, so I can't take any credit whatsoever, but the team answered all of my questions. I thought it was a very thorough



analysis. They looked at direct cost savings and internal costs versus external costs, and there was a lot of indirect savings that are hard to quantify, like hiring people due to turnover, employee wellbeing, eliminating some dangerous conditions for some of our employees, allowing other teams to focus on more value-added activities and even taking into account contracts and legal type of scenarios. I just asked every question I could think of to ask, and the committee and you all had great answers.


Motion by Mr. Guin to consider approval of a bidder for the RFQ-Airfield Landscape; seconded by Mrs. Dannel Marks and unanimously approved by the Commission. Ayes: 4 / No: 0


**OTHER MATTERS**

Mr. Barker asked for a motion to adjourn the meeting.

Motion by Mr. Guin to adjourn the May 4, 2022 Columbus Airport Commission Meeting; seconded by Mrs. Dannel Marks and unanimously approved by the Commission. Ayes: 4 No: 0

Meeting adjourned at 10:28 a.m.

  
Amber Clark  
Airport Director

 5/25/2022  
James W. Barker