

Antrim County Airport

Elv. 629

Bellaire, Michigan

2023 Annual Report



Great First Year

Stepping into a new position that was held by a well-known and respected airport manager for the last 32 years, has been a tall order. John Strehl and the leaders of Antrim County sure have built a great facility for this community and the flying public. I am also grateful for the month I spent with him prior to his retirement, as I believe he helped me step off on the right foot. So where are we, and where are we headed?

Having a Good Game Plan

Like sports, to be competitive you need to have a good offense and a good defense. We need to generate revenue for the airport and then we need to limit the liability exposure for the airport.

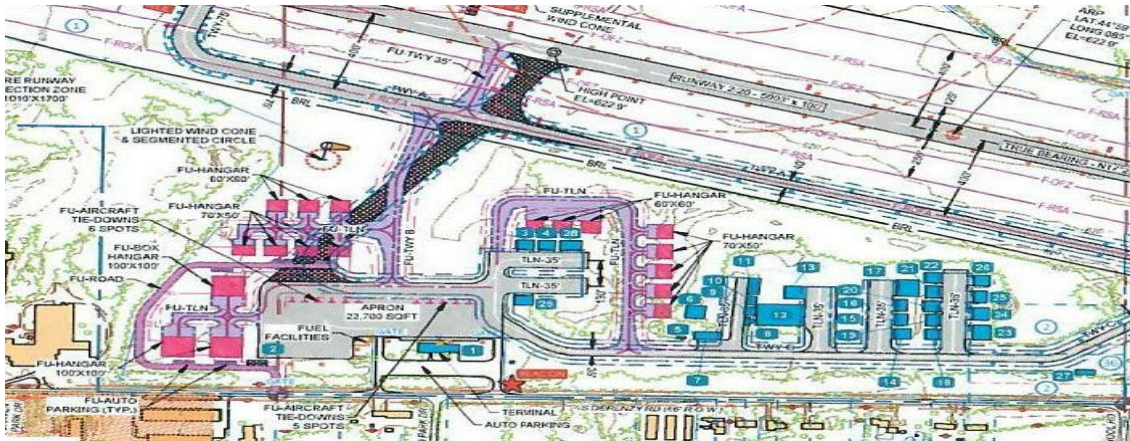
Offense

Below is a list of products and services that we offer at ACB:

- Avgas 100LL
- Jet A with FSII Additive
- Aviation Oil
- Landing Fee
- Ramp Fee
- Facility Fee
- After Hours Callout Fee
- Ground Handling Fee
- Crew Transportation
- Parking Fee – Vehicle
- Hangar – Rental Fee
- GPU
- Miscellaneous

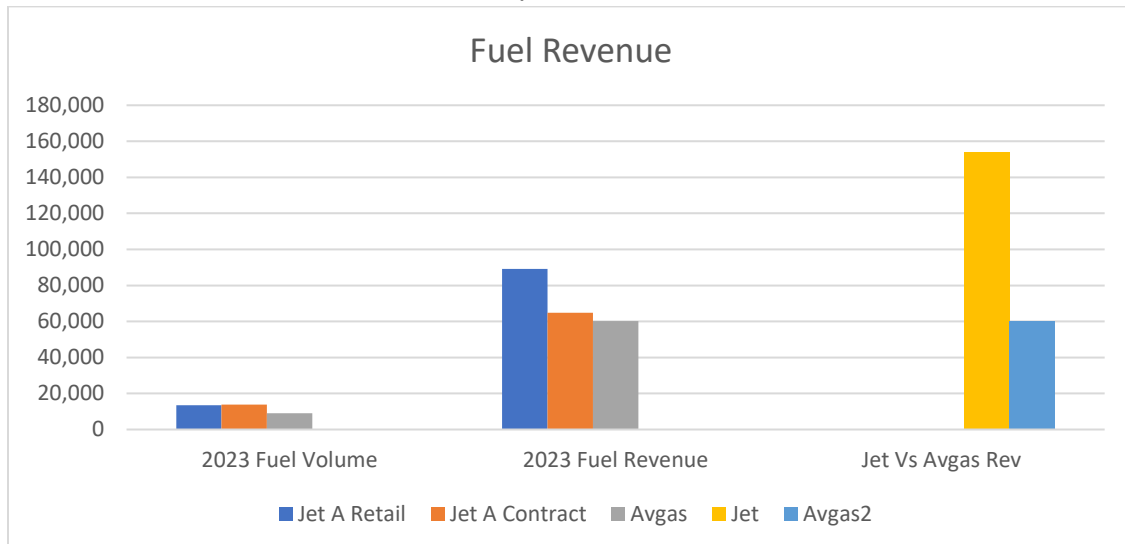
In addition to the day to day products and services that generate revenue for the airport, hangar land leases are another variable that is vital to an airport's growth

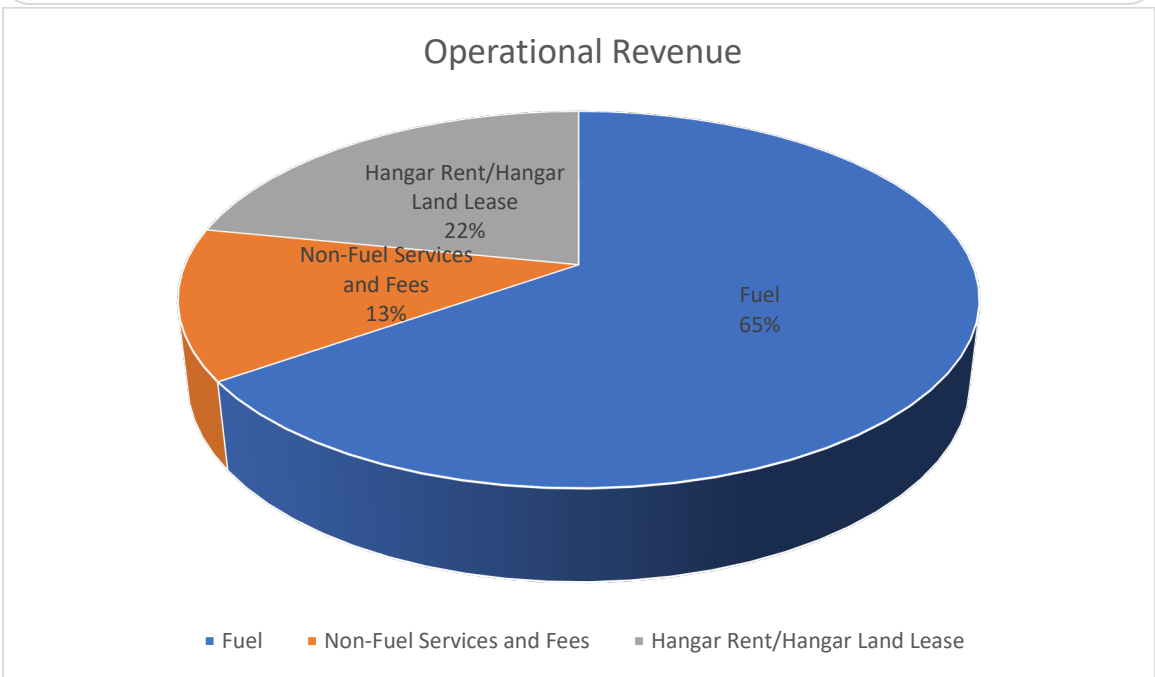
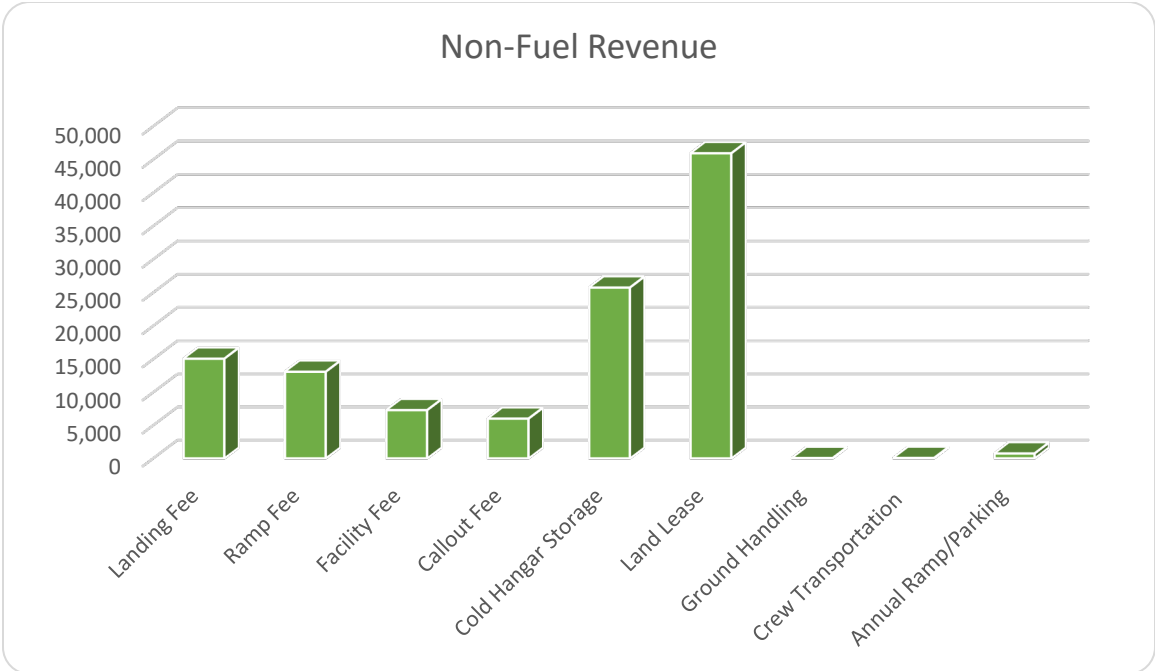
and development.



With the new N. Taxilane quickly approaching, I have spoken with a number of individuals regarding new hangars. Of those, I've received letters of intent to build from 3 of them. Assuming the three hangars are a minimum of 50' x 50' (7,500 square feet), new land lease revenue to the airport would be \$3,450 and would increase at 5% per year thereafter. This does not include the ancillary benefits of having more hangars. Such as, increased fuel sales and increased operations. With the addition of new hangars, our total land lease revenue would soon exceed \$50,000 per year.

As you may know, we've implemented the AvFuel point of sale system to streamline our transaction process. The AvHub also allows us to track in real time, how we are doing through the year. It also allows us to look back for up to 6 years. This gives us the opportunity to clearly see trends that would help us in developing budgets, ordering fuel, etc. Now that we have a full year of data under us, this is the breakdown of Operational Revenue for 2023.





As the graph depicts, fuel is obviously our primary source of revenue. It is also clear that hangar land leases and hangar rents are not insignificant to the broader picture. Lastly, services we're able to provide impact the overall experience our customers have. The more we are able to offer, the more "full service" airport we become and more opportunity we have to draw customers here, rather than going somewhere else. In the next few years we are looking to add a more services that would help us become a more complete GA airport. In the short term, one of the "Services" we and many other small general aviation airports

lack, is the availability of rental cars. Not only for our transient customers, but also our local community. Rental car companies are reluctant at best, to deliver cars to smaller GA airports. Distance cars need to be driven to be delivered, can be cost prohibitive they say. The negative effect, is a loss in revenue to those airports that have rental cars.

To address this issue, we connected with Enterprise, Hertz and Avis. Of those, we had decent success with Hertz out of Gaylord, and much more limited success with Enterprise. Although a step in the right direction, a more consistent solution was needed. We connected with another company, Mid-Michigan Rental Cars(MMRC), a Michigan based company located near Saginaw. MMRC came up with a very innovated way for renting vehicles, making the rental process much more efficient. With the MMRC app on your phone, make your reservation, and then utilize your phone as the key fob to gain access and start the vehicle. Spring of 2023, Antrim County Airport was the first GA Airport on the west side of the state to have MMRC vehicles. In the spring, MMRC placed 2 vehicles at ACB, and by the end of the summer the number had reached to 4.



During the winter months, we once again scaled back down to 2 vehicles. A good mix of local residents and transient visitors utilized MMRC throughout the year. According to Jeff, owner of MMRC, their cars were utilized 37 times last season. I think this is fantastic and I would anticipate this number to grow. In addition, I

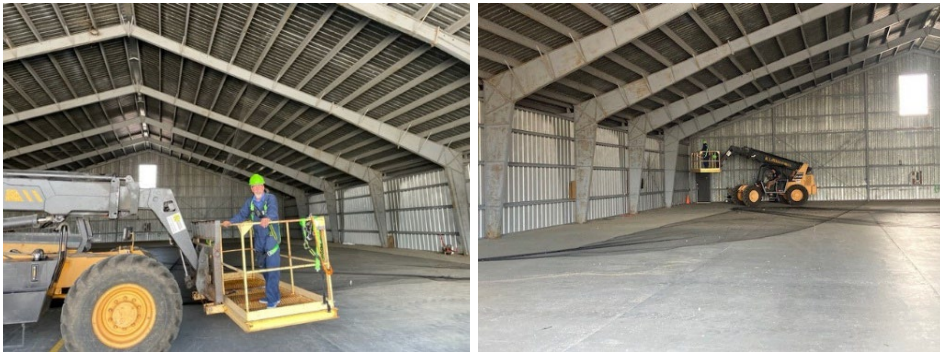
also reached out the Charlevoix Airport and recommended they speak with MMRC. I am happy to report Charlevoix will also be offering MMRC vehicles in 2024. This is important because it gives people in our area an option that was not available before. Furthermore, by giving MMRC more business, all but keeps rental vehicles in our area for our local communities. It is a pleasure working with their team, and I look forward to building this relationship in the years to come.

Defense

On the other side of the ball, we need to have a good defense. This causes us to look inward to spot vulnerabilities, and recognize areas where we can be better stewards or the counties resources.

In 2023 we incorporated an indemnification and hold harmless provision in our community hangar rental agreement. This will shield the airport in the unlikely event one of the aircraft happens to get some hangar rash, while in our hangar. We are also researching the viability of installing security cameras within our cold storage hangar. Video footage would be another tool that provides clarity to any incident that may take place in the hangar.

Due to a large number of pigeons, doves and blackbirds, we've installed two very large bird nets in our community hangar.



The nets

prevent nesting in the rafters and thus keeps an incredible amount of bird feces off of our customers aircraft. To say the least, our rental tenants were very pleased to not have to clean their aircraft every time they wanted to go flying.

In the early spring, our seasonal team member came in and informed me he would be retiring. I was saddened as I would not have the opportunity to work with him, however I totally understand his desire to finally retire and enjoy the retired life. After this, the team and I sat down and decided we would not seek to

rehire for the seasonal position as his mowing duties would be shared amongst the remaining staff.

While considering this decision, we took a look at the scope of our mowing operation. Rather than mowing everything within the fence, I implemented the same approach that I used at the Charlevoix Municipal Airport. Essentially, we mowed everything that was directly adjacent to the primary surfaces, and everything else was left to grow. Then we did one final mow in the fall. This final cutting incorporated everything inside the fence.

By doing this we saved nearly 400 gallons of fuel, wear and tear on the equipment, thus extending the life of the equipment. In addition, we saved on not having to hire another seasonal employee.

Projects

There is always something going at an airport. Whether it is an infrastructure project or smaller housekeeping projects, something is always happening.

In 2023 the long-awaited N. Taxilane design was completed. It was somewhat delayed due to negotiations between the airport and the State regarding the width of the taxiway. We felt that to be able to attract those that wish to build a larger hangar for their slightly larger aircraft, we needed the capacity (wider taxiway) to accommodate them. With the help of our airport consultant, our customers and MDOT's willingness to work with us, we ultimately received approval for a wider taxiway. We are aiming to break ground in August of this year.

This past December, we replaced the Airport Terminal Sanitary line. Thanks to Niepoth E H & Sons Plumbing & Heating for doing a great job. They took the existing line that was combination of cast iron, clay and PVC and replaced it with one congruent line that fixed our issues.

Northern Tree Transplanting, Inc, in Bellaire worked with us, where we traded some larger stones for a credit. We utilized that credit to replace all the

woodchips around the terminal with smaller stone.



Equipment Maintenance

There is always going to be some sort of equipment maintenance. The challenge is to be proactive so that we are dealing with just preventative maintenance, rather than larger, more costly maintenance issues. The maintenance hurdles we had this year, were the following.

- Colorado Starting & front-end issues.
- Left Caster Unit Rebuild on Oshkosh Plow
- Trackless PTO drive repair

Thankfully, we were able to get through the year with only these issues. Many thanks to Al and his team at Transportation, for handling these for us.

In addition to equipment maintenance, we had your typical airfield maintenance to deal with. Common items like runway and wind sock lights burning out, windsock replacement, etc. All together, it was a pretty decent year in this regard.

Moving Forward

Many times, interaction with our airport team is the first experience visitors will have when they come to visit our community. In a way, we are Ambassadors for Antrim County. Therefore, we will continue our focus on providing excellent service to our customers and our community.

Earlier this year, the Bellaire Public Library reached out to us regarding us hosting an event at the airport for local children. I am happy to say; Adventure in the Air

will be happening this June 27th. Our aim is providing a fun and educational look into aviation. Not just the flying part, but also a behind the curtain look on how airports work and the importance of having a local airport.

As mentioned before, we are excited to get our new taxiway completed, and work with those that desire to build a hangar here at Antrim.

As a Federally funded, public use airport, we are required to keep our approach corridors free from obstacles. Due to this obligation, one of the more involved projects coming up will be another tree trimming/cutting project. In the upcoming weeks I will be reaching out to our local communities to begin the conversation on how we will be approaching this project.

Closing

2023 was about as good of first year that I could have hoped for. Thanks to my airport team for their work and dedication, and to all of those in the county that have made this a successful year – Matthew Wyman



As the Prop Turns.