

**MINUTES OF THE BUSINESS DEVELOPMENT COMMITTEE MEETING OF THE BOARD OF DIRECTORS  
OF THE INDIAN WELLS VALLEY AIRPORT DISTRICT  
MARCH 4th, 2020 @ 10 AM**

**1. CALL TO ORDER AND ROLL CALL**

Jim Paris called the meeting to order at 10AM. Present were: Directors Steve Morgan, Jim Paris, Operations Manager Joseph Foster, Office Manager Demi Mace, and General Manager Scott Seymour

**2. REVIEW AND RECOMMENDATION:**

**A: Advertising:**

Director Paris asks Scott Seymour to explain to the business Development committee what kind of advertising the airport has done. Scott Seymour began by saying we have our open office space (GTMR Building) listed as being available on the airports website and that the airport may have an interested party who found it through this form of advertising. Steve Morgan suggest that an email address be available at the top of the page for a possible interested party to email the airport, as opposed to it being found somewhere else on the page and that we should advertise that GTMR has fiber internet. Director Paris suggests that the airport webpage have a drop-down menu for available property/hangar space/leases, and he also suggests that the airport look into ads in aviation magazines.

**B: Available Office Space:**

See advertising. Scott also mentions the RAF building located next tot the fire department and that it could be leased out.

**C: Open/Available land:**

Director Morgan asks if there is any reason we could not build office space to try and attract base contractors to lease from the airport. Scott Seymour explains that we could do this, but that it would be more profitable to the airport to do ground leases and allow investors to build on the airport district's property.

**D: Website:**

**E: Current Assets:**

See Open/available land and available office space

**F: Private Hangars:**

Jim Paris asks about building more hangars and Scott Seymour explains that it's more sensible for the airport to lease land and let a private investor build hangars because their ROI would be much shorter than the airports since the airport district must pay prevailing wages. Scott also tells the committee that when he has spoken to investors about building hangars, they felt that their ROI was too long as well and that the

airport could not lower the price of a ground lease because of the "Grant Assurances Act". Director Morgan suggests that the airport allow an investor to "back-load" payment to the district for a lease, and Scott Seymour explains that this is not something the airport can do due to FAA Regulations. Scott explains that the airport has the infrastructure to build another row of hangars (7, or 14 if a taxiway is built) but that it is not something the airport needs at this time. Director Morgan asks if this is something we advertise, and Scott answers that we don't but we can advertise all of the possible business opportunities the airport could offer.

**G: Contractor/Military Training Squadrons working at IYK:**

Director Paris mentions that in years past the airport had some different military groups train out of the airport, and that it may be a good idea to reach out to some squadrons. Scott Seymour says he would be open to reaching out to command.

**H: Airport Infrastructure Layout:**

Director Morgan suggests that the airport know where all water lines are on airport property. Scott Seymour explains that we are aware of where water lines lie, and that we have always been able to locate them when we are doing projects. Steve Morgan brings up adding solar to the tops of some hangars and Scott Seymour agrees that this would be a good idea in the future to help offset utility costs.

**3. PUBLIC COMMENT: NONE**

**4. COMMITTEE COMMENT:** Director Morgan asks how much it would cost to fix the WWII hangar cosmetically because of the way it looks visually. Scott says that it would not be wise to put any money into that hangar since the airport is working to come up with a large grant match for a runway project. Scott explains that there was a roof estimate done on the building and that alone was \$250k, and that if the airport could afford it, the hangar would be repaired. Director Morgan asks if the building is a maintenance liability, why the district should not tear it down. Scott explains that the airport makes more money on the building than is spent. Director Morgan suggests that a solar field would be the most profitable project the airport could do, and Scott Seymour says that the infrastructure is there and that it would be a good idea. Director Paris suggests looking into state grants for solar, and Director Morgan suggests possibly going into debt depending on the ROI of building a solar field, and whether it would be worthwhile after doing the research. The committee also suggested advertising the airport terminal building for party/wedding rentals.

**5. ADJOURNMENT:**

Motion was made by Director Paris

**TO ADJOURN THE MEETING AT 11:17AM**

Board Clerk: Devin Wallace